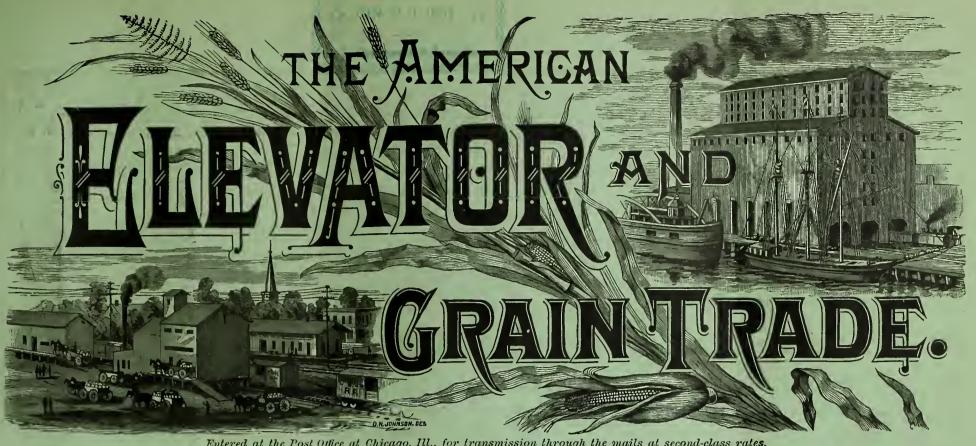
Historic, Archive Document

Do not assume content reflects current scientific knowledge, policies, or practices.





Entered at the Post Office at Chicago, Ill., for transmission through the mails at second-class rates.

A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

MITCHELL BROS. COMPANY (INCORPORATED).

Vol. XXII.

CHICAGO, ILLINOIS, JUNE 15, 1904.

No. 12.

ONE DOLLAR PER ANNUM,

Automatic Bagging Weighing Machine

Is a perfect device for rapidly filling and weighing sacks of all kinds of grain, flour, salt, lime, cement etc. Its essential features are

Accuracy and Rapidity

The scales are in pairs, there being two scales in one frame, operated by one man, who removes the full ag while the empty bag is automatically filled and weighed. After the weighing has taken place the sack MUST balance a standard weight. By the arrangement of two scales in one frame the flow of grain is not stopped but is continuous and no time is lost opening and closing chutes. The scales can be operated as rapidly as the filled bags can be replaced by empty ones. We want you to investigate this machine. It is the most perfect one of its kind ever offered to the grain trade. For particulars, prices,

WILLIAMS MINDEN

BROS.

SNIDER, LOUISIANÁ

WE ARE MAKERS-NOT AGENTS We make



BURRELL MFG. CO., Bradley, Ill.



Muir Improved Friction Clutch **PULLEYS**

THE BEST MADE

When thrown out of gear the mechanism stands still and can be adjusted quickly without shutting down any other part of the machinery. Reasonable Prices, Absolute Satisfaction.

SKILLIN & RICHARDS MFG. CO.

Manufacturers and Furnishers or

ELEVATING AND CONVEYING MACHINERY

Spiral and Steel Conveyors, Power Transmission, Elevator Buckets, Chain Belts, Sprockets

L. R. FYFE

Stock Orders Executed on New York Stock Exchange Over Private Wires

Members Chicago Board of Trade, STOCKS Milwaukee Chamber of Commerce



BONDS

COFFEE

MINNEAPOLIS

54-58 Board of Trade Building, Chicago ST. LOUIS H. M. Paynter, in Charge of Cash Grain Department

MILWAUKEE

Tel. Harrison 1925-2189

will be sent free upon application

The Post or Journal containing our Daily Market

Letter, in which ap-

pears Chicago Board of Trade continu-

ous quotations from the open-

> ing to the close of business,

L. H. MANSON

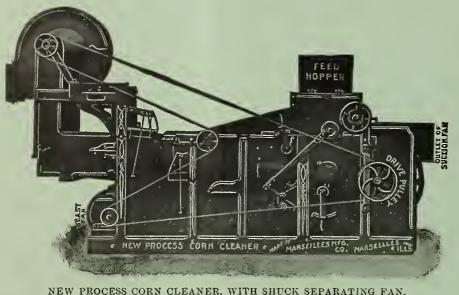
Corn Shellers? Do We Make 'Em?

Well, just ask us for a copy of our Catalogue No. 35

IT tells all about the best and most complete line of Corn Shelling Machinery manufactured. We make Shellers and Cleaners as separate machines. Also a complete line of

Combined Shellers and Cleaners

for shelling both husked and unhusked corn.





NEW PROCESS CORN SHELLER ONLY.

The New Process Combined Shuck Sheller and Cleaner is the only machine that can be fitted for either husked corn of Northern States or the unhusked corn of Southern States.

If you're going to buy a Corn Sheller or Corn Cleaner, get a New Process.

We are also manufacturers of Power Transmission Appliances and Grain Elevating and Conveying Machinery. We solicit specifications and the privilege of quoting on any requirements in this line.

Marseilles Mfg. Co.

BRANCHES —

Peoria, Ill. Council Bluffs and Cedar Rapids, Ia.

Kansas City, Mo.

The Evans Controllable Wagon Dump.

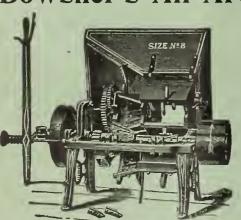


MOULTON & EVANS,

909 E. 18th Street,

Minneapolis, Minn

Bowsher's All-Around Feed Mill



(Sold with or without sacking elevator)

It CRUSHES ear corn (with or without shucks) and GRINDS all kinds small grain and KAFFIR IN THE HEAD. Has CONICAL shaped GRINDERS, DIFFERENT FROM ALL OTHERS. RUNS LIGHT. Can run EMPTY WITHOUT INJURY. Ahead of rolls or stones in speed and quality of work.

YOU NEED a mill now, QUIT THINKING about it, COMMENCE to investigate. Give US a chance and we'll tell you WHY we think ours is the best. SEVEN SIZES: 2 to 25 II. P. Circular sent for the asking.

Exhibit at the WORLD'S FAIR, Block 10, Aisle G-1, Agricultural Building.

THE N. P. BOWSHER CO., South Bend, Ind.

Cyclone Dust Collector



MANUFACTURED BY

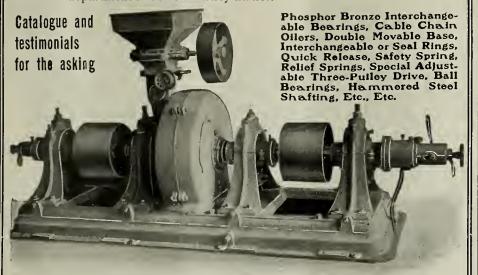
The Knickerbocker Co.

JACKSON, MICH.

Easy Money

May be made grinding feed if you have the right machine. The ideal feed grinder is one that has large capacity, uses a minimum amount of power and costs little for repairs. All this is a longer way of saying

the only mill that meets all requirements of a feed grinder. A trial will convince you that the Monarch is the only mill you can afford to use if you intend that your feed-grinding department shall be a money maker.



LET'S GET ACQUAINTED. THE ADVANTAGE WILL BE MUTUAL.

SPROUT, WALDRON & CO.

BOX 320, MUNCY, PA.

Burr Mills, Crushers, Shellers and a full line of Milling Machinery



Address .

KILN-DRIED

Hess System

BEST FOR EXPORT BEST FOR SHIPPING BEST FOR STORING BEST FOR MILLING

Because It Keeps

Sold by the principal corn dealers in the Mississippi, Ohio and Missouri Valleys-a list of whom I will mail on application, together with my illustrated booklet describing the process. Send for one :: ::

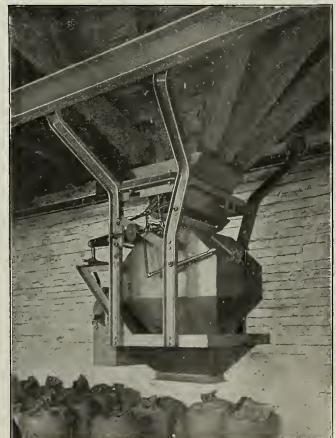
Geo. H. Hess, Jr.

710 Tacoma Bldg.

Chicago

DO YOU SEEK ACCURACY WEIGHING YOUR GRAIN?

The Richardson Scale is the "weigh" to get it. We guarantee the accuracy to be within one ounce in 100 lbs. Over 2,000 sold.



5 Sacks Per Minute

Accurately and Automatically Weighed and Registered.

Enquiries Solicited

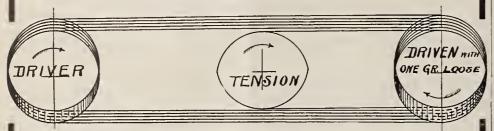
RICHARDSON SCALE CO. 14-20 Park Row **NEW YORK**

THE ALBERT DICKINSON CO.

..... DEALERS IN

GRASS SEEDS, CLOVERS, FLAX SEED, LAWN GRASS, BEANS, PEAS, POP CORN, BIRD SEEDS, BUCKWHEAT, BAGS, ETC. CHICAGO, ILL. BRANCH: MINNEAPOLIS, MINN

ROPE DRIVES



WE DESIGN, ENGINEER AND MANUFACTURE MACHINERY FOR TRANSMITTING POWER BY MANILA ROPE—THE MODERN DRIVE.

Send for Catalog.

Stephens - Adamson Mfg. Co.

MAIN OFFICE AND WORKS, AURORA, ILL.

S-A MFG.CO

A GENCIES:

Kansas City, Mo.—Gustin-Boyer Supply Co.
San Francisco, Cal.—California Engineering and Construction Co.
Spokane, Wash.—Bradley Engineering and Machinery Co.
Memphis, Tenn.—R. N. Erion
Nashville, Tenn.—Schuyler & Oswald
Salt Lake City, Utah—Utah Mining Machinery and Supply Co.
Seattle, Wash.—Caldwell Bros. Co.
Butte, Mont.—Western Mining Supply Co.
Montreal, Can.—Peacock Bros.

AGENCIES:

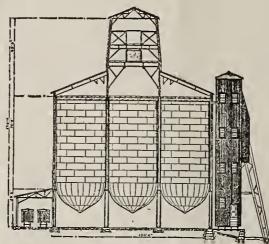
Riter=Conley Mfg. Co.,

MANUFACTURERS, ENGINEERS, CONTRACTORS.

Grain Elevators of Steel,

ALSO

Gas Holders with Steel Tanks.



Cross section of Great Northern Elevator furnished by us at Buffalo, N. Y. Three million bushels' capacity. Steel throughout.

Water and Oil Tanks, Steel Buildings, Steel Stacks and Steel Construction of Every Description,

Designed,
Furnished and
Erected in
All Parts of the World.

General Office, Water Street, Pittsburg.

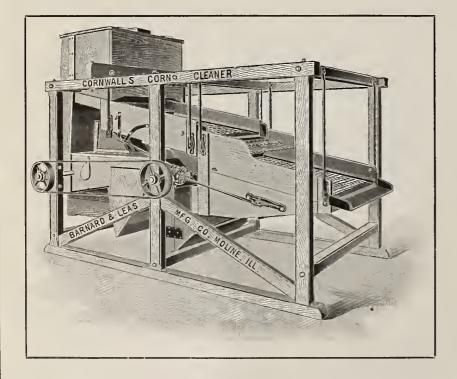
Plate, Tank and Boiler Works, First, Second and Third Aves.

Structural Works, Preble Avenue, Allegheny City, Pa.

New York Office, 39 and 41 Cortlandt Street.

LONG-DISTANCE TELEPHONE CONNECTIONS.

Improves Your Grades



This must be done if you want to get the best results from your house.

For this purpose the Cornwall Corn Cleaner has no equal.

It has valuable features possessed by no other cleaner. Its patent finger sieve will not clog and will remove the small cob ends and pieces of cob always present in corn cleaned by other machines.

This feature, together with the row of steel rods between the two parts of the shaker, over which the corn and cobs must pass, enables the machine to thoroughly clean the corn in one operation.

We also make other Cleaners and a full line of Shellers, while we furnish everything in the elevator line.

Send for our Catalogue "E."

BARNARD & LEAS MFG. CO.

Builders of Elevators and Elevator Machinery & & & MOLINE, ILL.



"Western" Warehouse Sheller

Are You Building a New Elevator? Are You Remodeling Your Old One?

- IF SO, EQUIP IT WITH -

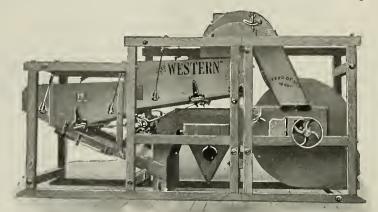
"Western" Machinery

Plans furnished upon application

WRITE FOR CATALOG WITH CUTS AND FULL DESCRIPTIONS TO

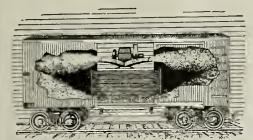
UNION IRON WORKS

DECATUR, ILL.



"Western" Shaker Cleaner

The Boss Car Loader



which is shown in the accompanying cut, is without doubt the best car loader on the market.

For particulars, write to

Maroa Mfg. Co.

Maroa, III.

Our Grain Warehouse Elevatorspassenger and freight—were in great demand last year, and hey made lots of friends. They ney made lots of friends. They are money savers; take very little space; are handy; and are cheaper than any other neans of transit. Install one in your new Grain Elevator

We have lately issued a new catalogue of elevators for heavy service. If you are interested, write us, we can save you money.

Sidney Elevator Mig. Co.

GRAIN AND SEED CLEANER.



BEELMAN CABINET COMPANY. - Cleveland, O. 40 Columbus Street,

QUICK FEED GRINDING

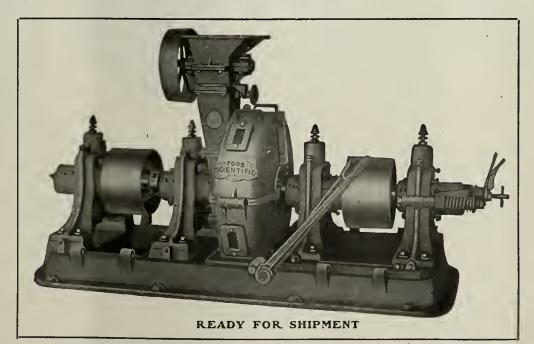
The SCIENTIFIC ATTRITION MILL

Is acknowledged by all the large cereal mills to be the standard

It will grind Screenings, Bran, Corn and all Grain fit for every market.

Costs little to run and easily maintained.

Made in four sizes, 10 to 50 horse power.



Will earn its cost every three months.

Also a full line of small mills, 4 to 20 h. p., Crushers, Separators and Fittings.

Get New Special Feed Grinding Catalogue.

THE FOOS MANUFACTURING CO.

ESTABLISHED 25 YEARS

SPRINGFIELD. OHIO

Gonveying, Elevating and Power-Transmitting Machineru

H. W. CALDWELL & SON CO.

MACHINISTS, GENERAL

Western Avenue, 17th to 18th Streets, Chicago, Ill.

Eastern Sales and Engineering Office, R. 410, 95 Liberty St., New York, N. Y. Southeastern Sales and Engineering Office, R. 917 Empire Bldg., Atlanta, Ga. Southwestern Sales and Engineering Office, R. 202 Trust Bldg., Dallas, Tex.

-CALDWELL HELICOID CONVEYOR.-

Specialties for

Grain Elevators and Mills.



THE ONLY PERFECT SPIRAL CONVEYOR; with Flight of One Continuous Strip of Metal.



CALDWELL CORRUGATED SEAMLESS STEEL ELEVATOR BUCKETS.

LINK BELTING. SPROCKET WHEELS. COTTON BELTING. RUBBER BELTING. LEATHER BELTING. BELT CLAMPS. POWER GRAIN SHOVELS. ELEVATOR BOLTS. ELEVATOR BUCKETS. CONCRETE MIXERS.

FRICTION CLUTCHES. JAW CLUTCHES. COUPLINGS. FLEXIBLE SPOUTS. GEARING (all kinds). GRAIN SCOOPS. ELEVATOR BOOTS. COGSWELL MILLS. HANGERS.
PERFORATED METALS.

PILLOW BLOCKS. IRON PULLEYS. WOOD PULLEYS. SHAFTING. SET COLLARS. SWIVEL SPOUTS. TAKE-UP BOXES. TURN HEAD SPOUTS. WIRE CLOTH.



OUR NEW CATALOGUE No. 26 (440 PAGES, CLOTH BOUND) WILL BE SENT UPON APPLICATION.

MACHINERY

Elevator and Flour Mill Machinery

MACHINERY SUPPLIES SERVICE **PRICES**

412 South Third Street, Minneapolis, Minn.

Link-Belt Supply Co.

MINNEAPOLIS, MINN.

A Full Line of ELEVATOR Machinery in STOCK for PROMPT SHIPMENT

Power Grain Shovels. Conveyors, Rope Drives Steam Engines, Boilers, Pumps, Heaters

WRITE US



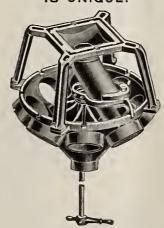
DUST! DUST!

able to operatives in every industry where dust is troublesome. It has been thoroughly tested for many years in every kind of dust and is the only reliable protector known. Perfect ventilation. Nickel-plated protector, \$1, postpaid. Circulars free. Agents Wanted.

GIBB'S RESPIRATOR CO.,

THE HALL SIGNALING DISTRIBUTOR

IS UNIQUE.



6-inch, 8 ducts NON-MIXING.

Our Distributor has so many genuinely built into i interest of the elevator owner that it really has no competitor. It signals operator "bin full" or "spout clogged"—prevents chokes—requires less cupola room—less spouting saves labor and trouble-lasts forever.

That you may demonstrate its superiority on your own premises, it will be

SENT ON TRIAL. SEND FOR BOOKLET.

Hall Distributor Co.

806 First Nat. Bank Bldg., OMAHA, NEB.

A "WANT AD" in the "AMERICAN ELEVATOR AND GRAIN TRADE' do the business.

MILL OWNERS'

MUTUAL FIRE INSURANCE

COMPANY

DES MOINES, IOWA

Insures Mills, Elevators, Warehouses and Contents.

Oldest Flour Mill Mutual in America **SAVED TO MEMBERS**

NEARLY \$1,000,000.00 J. G. SHARP, Sec'y, DES MOINES, IA.

A GRAIN SPOUT

That will load cars without shoveling. It is worth its weight in gold. It will save you in labor all it eost in less than a month.

Send for Prices



H. SANDMEYER&CO., PEORIA, ILLINOIS.

REDUCE YOUR EXPENSES

The progressive, thoughtful, wide-awake grain dealer places insurance with the Grain Dealers Insurance Co., because it insures grain dealers' property only and saves him money.

A proposition worthy your consideration will be submitted by sending the dates your present insurance expires.

Write at once to the

GRAIN DEALERS NATIONAL MUTUAL FIRE INSURANCE COMPANY

INDIANAPOLIS, - INDIANA C. A. McCOTTER, Secretary

"B," 124 East Ave., Oak Park (Chicago), Ill.

INSURANCE

ON GRAIN ELEVATORS AND CONTENTS

Is furnished at cost by the

MILLERS' NATIONAL INSURANCE Co. of Chicago

It is a Mutual Company which insures more mills and grain elevators than any other company in the United States.

It has been in business 27 years and its average annual cost for insurance to mutual policyholders has been about one-half of the board rates of stock companies.

It had admitted assets, January 1, 1903, of \$3,380,676.56, and a net cash surplus over all liabilities of \$466,594.95. Losses paid, \$3,939,221.28.

The same conservative management which has directed the Company's affairs all through its prosperous existence will be continued.

Before placing your insurance, write to the Company at No. 205 La Salle Street, Chicago, for a copy of the circular and statement, which fully explains the Company's method of insuring your class of property on the mutual plan. If your risk is up to the required standard you cannot afford to insure in any other company.

W. L. BARNUM, Secy.



Read What Users of Our Latest Type of Elevator Separators Have to Say of Them:



Kansas City, Mo., May 14, 1904.

THE S. HOWES CO., Silver Creek, N. Y.

GENTLEMEN:

We have had your two No. 184 "Eureka" Two-Fan, Two-Shoe, Counterbalanced Separators in operation for some time, and find them to be in every way satisfactory. We consider the counterbalancing arrangement a great improvement, as the machines run smoothly, and without jarring or vibration. The aspirations are all that could be desired, and we find the machines to be well and heavily built, and we consider these cleaners are the best that are made, and are in every respect entirely satisfactory. It was on account of the good work obtained from these machines that we placed our order with you for the cleaners and clippers for our new Harlem elevator.

Yours very truly,

HARROUN ELEVATOR COMPANY, Per A. M. Harroun. (Signed)

THE S. HOWES COMPANY

"EUREKA" WORKS

Silver Creek, N. Y.



ESTABLISHED 1856

CHICAGO OFFICE: 202 Traders' Building. NORTHWESTERN OFFICE: 3 Chamber of Commerce,

SOUTHWESTERN REPRESENTATIVE: J. N. Heater, care Savoy Hotel, Kansas City, Mo.



is dormar in condition. Weather has been poor for corn; too cool for prompt germinatin and early growth. Considerable complaints of defective stands from inferior seed are received. Acreage

The Ohio crop report, as wired here C. A. King & Co. of Toledo, made the condition of winter wheat 54, as against 53 a month ago and 89 a year ago. It said that considering the acreage plowed up the wheat prospect was the poorest in ten years except 1900. Corn very irregular due to cold, wet weather. Much rottening and some replanting.

Fears of a wet harvest turned a weak and slow early market into a strong, active and higher one later. There was persist-

ent buying of an influential sort that start
The Modern Miller says: "Heavy rains have creeted fear of floods and especially in the West, where the rainfall has been very heavy. Complaints are received that the wheat harvest in Texas is interfered with, and that the crop is being damaged in Oklahoma and Kansas by the continued rains. Otherwise crop conditions are maintained, though the prospects for the Ohio Valley are for a yield not to exceed half an average

If you have a Hess Grain Drier.

the loss by wet harouts and



CUSTOM WORK!

UTILIZE YOUR POWER BY OPERATING A GOOD MILL FOR GRINDING

...FEED AND MEAL IT PAYS-

WE MANUFACTURE

THREE-ROLL, TWO-BREAK MILLS, 2 Sizes. THREE-PAIR HIGH, SIX-ROLLER MILLS, 4 Sizes. TWO-PAIR HIGH, FOUR-ROLLER MILLS, 5 Sizes,

...And...

PORTABLE FRENCH BUHR MILLS, 85 Sizes and Styles.

SEND FOR BOOK ON MILLS.



VERTICAL UNDER RUNNERS. UPPER RUNNERS, PULLEY AND GEAR DRIVES.

ELEVATOR SUPPLIES AND POWER CONNECTIONS.

ROPE DRIVES, GEARING, CORN SHELLERS and CLEANERS, GRAIN CLEANERS.

DUST COLLECTORS (Tubular, Automatic).

We manufacture Elevator Cups for all purposes, and make a greater number of sizes than found in any standard list. Our Cups have greater capacity CUPS. than others of same rated size; for instance, our 31x3 inch, list price 9c., has as much capacity as others 31x31 inch, list price 10c. Our prices are right.

CORRESPONDENCE SOLICITED.

NORDYKE & MARMON CO., INDIANAPOLIS, INDIANA, U. S. A.

FLOURING MILL ENGINEERS, IRON FOUNDERS AND MACHINISTS. ESTABLISHED 1851.

Perfection Grain Drier

PRINCIPLE RIGHT! WORK RIGHT! PRICE RIGHT!

Corn and other Grain Dried and Conditioned

REFERENCES

BABCOCK & HOPKINS, Renssalaer, Ind.

CALDWELL, BARR & CO., Earl Park, Ind.

ROSS & ROSS,

Chalmers, Ind.

Write for full particulars

Perfection Grain Drier Co.

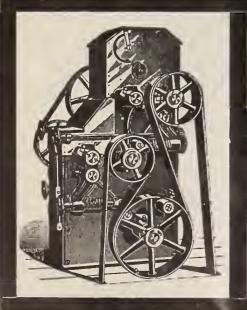
905, 303 Dearborn Street CHICAGO, ILL.

BE NOT AFRAID

The illustrious Abraham Lincoln said: "You can fool some of the people all of the time, and all of the people some of the time, but you can't fool all of the people all of the time." This applies especially to the scale business. Certain manufacturers of scales, working upon the fears and prejudice of the public, and charging exorbitant prices for their goods, have been fooling the people a good many years into the belief that theirs are the only scales made that are reliable and durable. Have you been fooled? If so, don't let it occur again. When in need of a scale remember "The Standard," the highest product of the scale maker's art. Every scale furnished by us has our unqualified guarantee as to accuracy and durability furnished by us has our unqualified guarantee as to accuracy and durability, the material, workmanship and finish being strictly first class. So, when the other fellow tries to make a monkey of you, **be not afraid.** OUR GUARANTEE IS GOOD =

The Standard Scale & Supply Co., Ltd. 127-129 MARKET STREET, CHICAGO

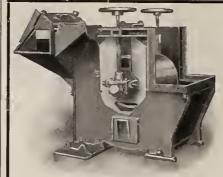
Quality Higher than Price M M Not in Any Trust or Combine



wnen you send your rolls for corrugation to those of whom you know little or nothing you're taking needless chances-both on quality of work and the time you're going to get 'em back. And you can get the best work that human skill can turn out by one of the oldest, best-known firms in the Northwest. Our new No. 19 corrugation for break rolls gives you a greater percentage of middlings than any other. See how quickly you'll get your rolls back.

AGENTS Invincible Grain Cleaning Machinery

STRONG & NORTHWAY MF8. CO. MINNEAPOLIS, MINN.



16-inch pulley—16-inch face.

NON-CHOKING.

POWER MONEY!

If you can lift **TWICE** as much grain with our improved devices as you are now elevating with your present facilities, at the same cost, are you not losing that much money each day just as surely as if you burned it?

If, in addition, you can do this same work with one-tenth the care, trouble and labor, at the same time making your elevator immune against fire from chokes, is it "good business" for you to "plug" along in the same old rut?

Actual results in the hands of users make our claims such a certainty that our

NON-CHOKABLE BOOT

ISISENT ON TRIAL.

HALL DISTRIBUTOR CO. First Nat. Bank Bldg. OMAHA, NEB.

"THE IDEAL ELEVATOR BELT."



For Elevating, Conveying and Power-Transmitting

Gives the best results. Holds buckets firmly and securely, and resists heaviest strains. Will do 50% more work than the best rubber belt, and will outlast three of the same. Its record for nineteen years handling grain, stone, sand, ore, coal and clay substantiates our claim. Belts warranted uniform throughout. Made of any width up to 100 inches, and any length up to one mile.

MAIN BELTING COMPANY, 1219-1241 Carpenter St., Philadelphia. 55-57 Market St., Chicago. 120 Pearl St., Boston.

SEND FOR PRICE LISTS AND SAMPLE.

H. L. THORNBURGH & CO.

245-247 S. Jefferson St., Chicago, Ill.

Furnishes Standard Goods at Right Prices.

GRAIN ELEVATOR MACHINERY AND MILL SUPPLIES

Power Transmission, Gas Engines, Steam Engines and Boilers.

ESTIMATES FURNISHED.





Which is also a successful

or Dryer for Washed Wheat or Bran.

It leaves the Wheat in Perfect Condition for the Rolls. Will also dry Malster's, Brewer's and Distiller's Wet Grain.

Not an Experiment. In successful use 25 years drying CORN MEAL AND HOMINY,

BREWERS' GRITS AND MEAL, BUCKWHEAT, RICE AND

ALL CEREAL PRODUCTS.

ALSO SAND, COAL DUST, GRAPHITE AND CLAY AND ORE OF ALL KINDS!

Automatic in operation, requiring no attention. Double the capacity of any other Dryer sold for same price.

THE CUTLER CO., North Wilbraham, Mass.

"CLIPPER" CLEANERS



stand without an equal for the economical and successful cleaning of all kinds of grain, flax, timothy, clover and all seeds and grains, including corn. The fine separations of our machines have not yet been equaled by any other cleaner.

Our Cleaners are quickly and easily installed and simple to operate. We do not have to send an expensive mechanic to set up and start them running and add his bill to the price of the machine.

The "CLIPPER" is used in thousands of local elevators all over the country. There is no other cleaner of medium price and good capacity that is so well adapted to this class of work.

Our Cleaners require but one-fourth the power of a suction cleaner of equal capacity and will do a far greater variety of work.

We have the only successful combination cleaner on the market, and we guarantee satisfaction.

Write for catalogue and sample plate of perforations

A. T. FERRELL & CO. - Saginaw, Mich.

The INVINCIBLE Compound shake HIGH-GRADE Separators.

No shake, no tremble, run perfectly steady. Can be placed anywhere in the elevator.

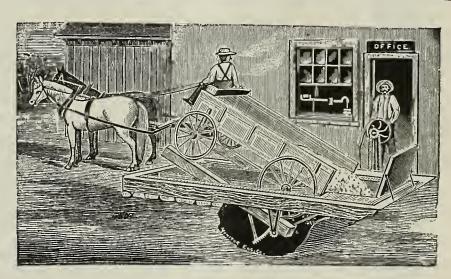
The INVINCIBLE Compound shake high-grade Double Receiving Separator.



INVINCIBLE GRAIN CLEANER COMPANY SILVER CREEK, N. Y., U. S. A.

W. J. Scott, 94 Traders' Bldg., Chicago, Ill.
Edward A. Ordway, 612 Exchange Bldg., Kansas City, Mo.
Chas. H. Scott, 307 So. 3d Street, Minneapolis, Minn.
J. N. Bacon, Blacherne Block, Indianapolis, Ind.
N. B. Trask, Lochiel Hotel, Harrisburg, Pa.

E BEST Gold Dollars



At FIFTY CENTS apiece are CHEAP, but they do not represent a better investment than we offer the "elevator and grain trade" in our

Controllable Wagon Dump

WINCHESTER, ILL., February 4, 1899.

MESSRS. SAVAGE & LOVE CO., Rockford, Ill.

GENTLEMEN:—Your favor of the 28th ult. received and noted. Last July I put one of your Controllable Wagon Dumps in a Fairbanks, Morse & Co.'s 22-ft. scale, and it has given me entire satisfaction in every respect. In this locality the bulk of grain is as yet handled in sacks, and by tipping the Dump about one-half it makes a nice slant, making it very easy to pull the sacks to back end of wagon, where strings are cut and grain runs out into bin below. Every farmer, without exception, speaks in glowing terms of the merits of this Dump. In unloading loose grain from wagon there is no dump that will equal yours in being easily handled and always under control of operator. No scaring horses, no dropping of wagon and no noise. I consider a grain elevator incomplete without the Savage & Love Controllable Wagon Dumps.

Yours truly,

M. C. WOODWORTH.

MANUFACTURED ONLY BY

THE SAVAGE & LOVE CO., Rockford, III.

FAIRBANKS, MORSE & CO., St. Paul, Minn., Northwestern Agents.



The Victory IN THE ELEVATOR AND GRAIN TRADE

belongs to the producer of the cleanest grain. The reliable way of securing the maximum of cleanliness in your output is by using the Monitor Grain-Cleaning Machinery, as is testified to by over 25,000 Monitor users in the country.

Monitor machines produce far the best results, working finer, closer, evener and cleaning thoroughly, yet never breaking a single grain. They have the best screen and air separations.

We would be pleased to refer you to some elevators and warehouses in your territory which are accessible, where you can see Monitor machinery at work and judge for yourself of its wonderful efficiency. Examine other machines, but place no order until you have investigated the merits of the Monitor line, which includes Monitor Warehouse and Elevator Separators, Smutters and Flax Cleaners, Oat Clippers, Seed Cleaners and kindred elevator machinery. We build all types of single and compound shaking separators and will gladly furnish estimates on any class of machine to be made to order from specifications. All Monitors are fully guaranteed and sold subject to a 30 days' trial.

When at the World's Fair at St. Louis don't fail to see the Monitor Exhibit of grain-cleaning machinery in the Agricultural Building, Block 107.

WRITE FOR CATALOG

Huntley Manufacturing Company SILVER CREEK, N. Y.

BRANCH OFFICES

302 Traders Building, Chicago, Ill., F. M. Smith, Manager 418 Third St., So., Minneapolis, Minn., A. F. Schuler, Manager 121 Front St., New York, N. Y., J. W. Perrine, Manager
221 Mission St., San Francisco, Cal., F. D. Wolfrom, Manager





A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

MITCHELL BROS, COMPANY (INCORPORATED).

Vol. XXII.

CHICAGO, ILLINOIS, JUNE 15, 1904.

No. 12.

ONE DOLLAR PER ANNUM, SINGLE COPY, TEN CENTS.

THE MILWAUKEE CONVENTION.

The program of the Grain Dealers' National Association to be held at Milwaukee on July 22, 23 and 24 was published in these columns in the May number. To the agenda there enumerated there are two important additions, to wit:

A "Legal Opinion on the Responsibility of Railroads for Shipments of Grain Delayed in Transit," to be read by Secretary Stibbens, at the Thursday morning session, June 23; and

A "Report of the Executive Committee of the Interstate Commerce Law Convention on the Progress of Legislation Giving Greater Effectiveness to the Interstate Commerce Law," by E. P. Bacon of Milwaukee, chairman of said committee.

There is no material change in the plan of entertainment by Milwaukee as stated in the May number. On Thursday evening, June 23, there will be a promenade concert at the Chamber of Commerce, which, for the occasion, will be illuminated with festoons of electric lights on the Michigan Street and Broadway sides. The Lyric Glee Club has been engaged for the concert in addition to Clauder's Band. There will also be vaudeville numbers on the program.

On the morning of Friday there will be a trolley ride for ladies and gentlemen to Whitefish Bay, with refreshments.

On the afternoon of Friday, June 24, an excursion will be given on the lake in car ferry "Pere Marquette 18," the flagship of the Pere Marquette Steamship Company's fleet. This will be the principal feature of the entertainment program. The Car Ferry Company has offered the use of the boat, and the executive committee of the Chamber of Commerce, in charge of the convention, has made elaborate preparations for the afternoon.

For these functions special tickets will be issued to the delegates and visitors.

The program of entertainment for the ladies is more elaborate; for the men are expected to be in practically continuous session from Wednesday at 1:30 p. m. until Thursday at 4 or 5 o'clock, it being the purpose to finish up all business before the play begins. But the ladies having all this time on their hands are to be taken care of royally. On June 22 there will be a reception from 3 o'clock p. m. to 6 o'clock at the Plankinton House parlors, with light refreshments. The evening will be spent at the Exposition, while the men are in business session. On Thursday there will be a carriage ride from 10:30 a. m. to 1 o'clock p. m., concluding with dinner at the Pfister.



CITY HALL, MILWAUKEE.

Mrs. S. W. Tallmadge has been elected chairman of the ladies' entertainment committee, and Mrs. David S. Rose will act as honorary receiving lady at the reception. The special committee and the following well-known Milwaukee women will receive with her: Mmes. S. G. Courteen, E. C. Wall, G. W. Strohmeyer, Robert Nunnemacher, J. P. Murphy, Oscar Mohr, Robert Krull, C. A. Chapin, O. Z. Bartlett, C. C. Rogers, E. P. Bacon, J. W. Bass, Patrick Cudahy, F. D. Hinckley, B. G. Ellsworth, Clark Fagg, J. W. P. Lombard and H. F. Franke. The special committee is constituted as follows: Mrs. S. W. Tallmadge, chairman; Mmes. D. S. Rose, John Buerger, Frank Teegarden, A. K. Taylor, C. W. L. Kassuba, M. G. Rankin, C. R. Lull, J. A. Mander, J. H. Crittenden.

The preparations for the entertainment of the delegates and visitors are elaborate and promise to make this one of the most successful conventions the Association has ever held.

L. Bartlett & Son Co., one of the leading commission companies of Milwaukee, write us under date of June 1: "Milwaukee is making very thorough preparations for entertaining the National convention. The program includes a promenade concert with vaudeville at the Chamber of Commerce Building, a ride on the lake on one of our large car ferries, with all music and refreshments which usually go with those occasions. Our committee, of which the writer is a member, has made extensive preparations to entertain the visiting ladies, and we are trying to make this a feature of the occasion. Considerable money has been appropriated for this purpose. Milwaukee in June usually has the benefit of very fine weather, and we trust this car will be no exception. We are looking for a leave crowd, and are well prepared to entertain 4 m, and hope we will not be disappointed."

I. H. Lowry Co. (in existence since 1864) say: "Regarding the oming Grain Dealers' National Association contion here and the advantages of Milwaukee as a convention city, we will say that we expect this to be the most successful and best attended of any grain meeting ever held. There has never been any convention held here, especially if held in the summer time with good weather, but the visitors have sounded the praises of Milwaukee, both as to her beauty and her advantages. Lake Michigan always furnishes a cool breeze during the hot nights, and this, together with the best hotels in the country, makes it very desirable. The electric lines carry one to all points of interest, and the beautiful homes, public buildings,

shaded streets, parks, summer resorts, etc., are all very beautiful and interesting. The members of the Chamber of Commerce are making great preparations, and will receive their friends with open arms and do everything they can to entertain the visitors. We look for a grand success."

E. P. Bacon & Co., another old and honored house of Milwaukee, say:

"Regarding the attractions offered to the mem-

DULL AT PHILADELPHIA.

The Girard Point Storage Company, operating two elevators at Girard Point, Philadelphia, each of 2,000,000 bushels' storage capacity, have closed these houses, which, united, made one of the largest grain export stations on the Pennsylvania Railroad. On June 1, a few days after this step was taken, Gill & Fisher of Baltimore, exporters, closed



PLANKINTON HOUSE, MILWAUKEE, CONVENTION HEADQUARTERS.

bers of the Grain Dealers' National Association in attending the convention to be held in Milwaukee, June 22-24, we might say, in the first place, that there is the opportunity to visit our fair city when it is at its best and when grain dealers have more leisure than during the season when grain is moving freely. Those who do not know how attractive Milwaukee is in summer, with its lake breezes and shaded streets, should come here and see. There are larger parks elsewhere, but no more beautiful one than Lake Park, at least not between San Diego and Paris.

"The members of the Chamber of Commerce have raised an ample fund for the entertainment of their visitors—the fund, like the Japanese loan, being oversubscribed—and special attention has been given to arrangements for the pleasure of the ladies who may accompany the delegates to the convention.

"Various committees have arranged for the comfort and pleasure of all who come, and among the attractions offered are a concert at the Exposition, a carriage drive, a trolley ride to Whitefish Bay, a promenade concert in the Chamber of Commerce with music by two of Milwaukee's famous musical organizations, Clauder's Orchestra and the Lyric Glee Club, a steamer ride on Lake Michigan, etc.

"The members of the Chamber of Commerce and the committee of arrangements have entered heartily into the preparations and they mean to give all their guests a thoroughly good time."

The following delegations have been appointed to attend the Grain Dealers' National Convention, at Milwaukee, from the various exchanges:

Chicago Board of Trade.—Walter Fitch, E. W. Wagner, Geo. E. Marcy, James Petit, Fredk. S. Martin. R. H. Donnelley, W. S. Crosby. I. P. Rumsey, Wm. N. Eckhardt, D. l. Van Ness, John R. Leonard.

Minneapolis Chamber of Commerce.—C. M. Harrington, John R. Marfield, John McCarthy, Geo. Duvigneaud, Thos. Taylor, Geo. M. Case, H. H. King, W. H. Wheeler, F. B. Wells, C. E. Wenzel, W. O. Timmerman.

National Board of Trade.—Geo. H. D. Johnson, Milwaukee; E. L. Rogers, Philadelphia.

National Hay Association.—Chas. S. Bash, Fort Wayne, Ind.; Chas. England, Baltimore; E. L. Rogers, Philadelphia; Albert Gale, Cincinnati; Geo. C. Warren, Saginaw, Mich.

New Orleans.—A. F. Leonhart, acting chairman Board of Trade grain committee; W. L. Richeson, chief grain inspector and weighmaster; Fred Muller, secretary Board of Trade; John C. Fears, superintendent I. C. elevators; W. T. Heim, superintendent Gould System elevators; E. V. Benjamiu, H. W. Benedict and Henry B. Schreiber.

their branch at Philadelphia, leaving but one firm, Hancock & Co., engaged in the exporting trade in that city. This branch Gill & Fisher had maintained since 1880.

Gill & Fisher's representative told the Inquirer: "We are going out of business here simply because there is no grain business to be done at Philadelphia. For some time there has been

four-tenths of a cent for this port there ought to be better times. A great deal will also depend upon the outcome of the winter and spring wheat crops. The winter wheat crop, garnered in the South and Central West, is due in July; the spring wheat crop, which comes from the Northwest, notably Minnesota and Manitoba, is due in September and October, while the corn crop, grown in the Middle West, should be here in December. By the time these crops have matured conditions may have changed. The Northwestern carriers are shipping grain from Minnesota and Manitoba to Montreal and other Canadian ports at a lower rate than that charged by the roads entering Philadelphia, Baltimore and New York. The Northwestern roads made their first cut two years ago. Similar cuts have been made by roads carrying to the Gulf ports. The railroads here say that they have all the freight business they can handle. At present conditions at this port are worse than they have been for years. This port is unable to compete with the Canadian and Gulf ports as a result of the low rates of the western roads. The situation locally is certainly not all that could be desired."

It was thought by the roads that the lake masters' and pilots' strike would liven up business at Philadelphia, but it does not appear to have done so.

AN OMAHA CORNER.

The May delivery closed with a "row" on the Omaha Grain Exchange over the delivery of corn on contracts. A. B. Jaquith, who had cornered the market, it is thought in the interest of the Armours, refused to accept the grain offered by



MITCHELL BUILDING, MILWAUKEE, WHERE MANY GRAIN DEALERS HAVE OFFICES.

no business at all, and for two years it has been impossible to conduct export grain trade through this port at a reasonable profit."

There are several reasons for this state of affairs. In the first place, the export of grain itself has declined during the past two years, and during that time, too, the trade has been diverted to the Gulf and Canadian ports.

"While the outlook for this port is not promising at present," said Secretary Saunders of the Commercial Exchange, "if the Interstate Commerce Commission decides to maintain the differential of the Union Elevators in Council Bluffs, and secured an injunction from the District Court restraining the Exchange from forcing the grain (165,000 bushels) upon him, Mr. Jaquith claiming the corn to be below grade.

The Updike Grain Company made a proposition to take all the corn offered during May, about 400,000 bushels, as No. 2, at the closing price in either St. Louis or Chicago, Mr. Jaquith to select which market, the buyers to absorb the storage charge, about ¾ cent, and deduct from the Chicago or St. Louis price the amount of the freight

to the market chosen, which would be for the former 3 cents a hundred and to the latter 4 cents, but the offer was refused by Mr. Jaquith, who bid up corn to 57 cents on May 31.

The order was subsequently modified so the Exchange could tender the grain, which was done, and Mr. Jaquith accepted it. He paid for about 175,000 bushels May 31, of which about 120,000 was from the Union elevator.

SUBSIDIZED SHIPPING.

While American shipbuilders are plying the Congressional Merchant Marine Commission with arguments for a recommendation to Congress of a shipping bounty to revive the American merchant marine, which went out of business because American money could find more profitable employment in other lines of business than the ocean carrying trade, it transpires that the new French subsidy law, which went into effect on January 1, 1904, puts French steamers on the market for the grain cargoes hitherto sought by the French sailers. French sailing vessels now in commission are still paid a bounty, but no new vessels except steamers will be permitted to share in this largess. But, as in the case of sailers, the subsidy granted to steamers is sufficient to enable them to steam around the world in ballast and still pay a profit, any cargo earnings they may pick up en route wili be extra thick cream. As reports from Liverpool say that French steamer owners are now in the market for Pacific Coast grain cargoes, grain freights from that quarter to Europe are pretty certain to be low.

Two years ago the low record was made for steamers, Portland to Europe, at 25s (\$6 per ton) iu a British ship, unsubsidized. The subsidized Frenchmen would tumble over themselves to get this rate, which barely let the Englishman home without loss. So far as now known, five ships have been chartered to carry the growing wheat



WHITE HEATH ELEVATOR AFTER THE CYCLONE.

at 25s to 26s 3d (\$6 to \$6.30). In 1902-3 season one of the French subsidized sailers took grain at 15s (\$3,60) from Portland, and while the average rate for the season (81 ships) was but 25s 3d (\$6.06), the high rate was 33s 9d (\$8.10). It is estimated that the French bounty added \$300,000 to the profits of the wheat growers of the Canadian Northwest. As long as France is willing to tax her people to carry our grain to England at less than cost, it does not appear why Americans should wish to deprive them of that privilege by taxing themselves to carry on an unprofitable business.

The first shipment of Western grain since navigation opened on the lakes was due at Beard's Elevator, Brooklyn, N. Y., on May 28. It consisted of 62,000 bushels of corn, and was carried from Chicago to Brooklyn direct by the steamer Kennebec. This was a roundabout way of shipping grain from the West, but traffic on the lakes being tied up by the strike of the masters and pilots, supplemental to the strike of the elevator men at

Welland Canal, St. Lawrence River and the Atlantic was chosen as the least evil.

WILLIAM MURRAY.

William Murray, now operating elevators at Savoy, Champaign County, and White Heath, Piatt County, Ill., both I. C. stations, is a son of the late J. M. Murray, who began shipping grain from Eureka, over forty-two years ago. He was an excellent business man and popular with the farmers of his county, and built up a large business. His son, after leaving school, about twentyfive years ago, assisted his father in his business until about two years ago, when they sold the elevator (100,000 bushels' capacity) and other



WILLIAM MURRAY'S ELEVATOR AT SAVOY, ILL.

property at Eureka, as well as an elevator at Secor, which they had owned but a few months, The father then went to Kansas City, Mo., to reside with a daughter, while William Murray went to Champaign, Ill.

Acting upon his father's advice, William Murray bought the old R. G. Risser elevator at Savoy, a station four miles south of Champaign, where he built the addition shown in the picture, the original house being seen in its rear. At this time also he handled grain at one of the elevators at Hayes, Ill., in Douglas County, a few miles south

In the fall of 1903 Mr. Murray bought out J. C. Flanagan at White Heath, west of Champaign, in Piatt County. Here he built an entirely new house, which was ready for use about December 1 last, the material in the Flanagan elevator being used in the new house, as well as in building coal sheds, etc. This house had a large dump capacity and was in every way first-class, simple in design and rapid in handling grain. It did good service during the winter; but on March 24 about 9 o'clock p. m., a cyclone cut a narrow strip through White Heath. The elevator stood in its path, and was lifted bodily, and "turning turtle," so to speak, the upper two-thirds of it took a header into the engine room, the roof of which had been blown off just in time to leave a hole to receive it. They were shipping grain at the moment, but fortunately no one was hurt. The loss was covered by storm insurance. Rebuilding began at once; and on May 13 Mr. Murray was able to announce that his White Heath elevator was again completed and ready for business. It is substantially the same as the one blown down, but is higher than the old one, the extra height being obtained by the use of an unexpectedly large amount of material from the ruins.

J. M. Murray was a Scotchman, who came to this country when about eighteen years of age, He was at one time a partner of the Grier Brothers of Peoria, and some years ago operated elevators at Minonk, Ill., and Kentland, Ind. He was a progressive man, and was one of the first dealers to put graiu dumps into his houses to save the labor and labor cost of scooping grain from wagons. His son takes after him in this, and has Buffalo, the long all-water route by way of the bis houses equipped with hopper scales, car

pullers, passenger lifts, safe and convenient dumps, etc., looks after his houses carefully and keeps them insured, though neither his father nor himself ever had a fire loss.

THE DIFFERENTIAL INQUIRY.

Boston and New York stand together for the abolishment of the differential rates that since 1877 have been granted Philadelphia, Baltimore, etc., and which were endorsed by the Interstate Commerce Commission in 1882, Chicago has remained neutral in the present movement to abolish the rates. The Interstate Commerce Commission, in order to arbitrate, so to speak, the late ex-lake railroad war, has reopened the inquiry of the commission of 1882, and in New York on May 17 began to take testimony relative to the effects of the differentials. Two days were spent by the Commission, but no decision or report is expected before next fall.

The sessions of the inquiry were attended by representatives of all the Atlantic ports' commercial interests, of the Indiana Grain Dealers' Association and commercial organizations of Chicago, Milwaukcc, Buffalo, Minneapolis, Duluth, Cleveland, New Orleans, etc. The inquiry began with a statement by Benj. L. Fairchild, who with Hon. John G. Carlisle represented New York. Mr. Fairchild said that New York would not seek rate favors. It wanted only just and equitable rates to all ports, from which rates the commercial interests could make their own choice of favor. He said he would present some statistics which would only outline New York's casc and they would be discussed in detail later. He said:

In wheat and corn New York in 1873 exported 80 per cent of the total from New York, Philadelphia, Baltimore, Newport News and Norfolk. In tenyear periods the average fell in 1882 to 59 per cent, in 1892 to 56 per cent, in 1902 to 41 per cent. These indicate an actual, as well as a relative, de-



WILLIAM MURRAY'S ELEVATOR AT WHITE HEATH, ILL.

cline. In 1873 New York, with 80 per cent of the total, exported 44,000,000 bushels; in 1902, with 41 per cent, the city exported only 23,000,000 bushels, while the differential ports in 1873, with 19 per cent of the total, exported only 10,000,000 bushels, while in 1902, with 58 pcr cent of the to-tal, their export was 31,000,000 bushels. New York had lost in actual exports 21,000,000 bushels and the differential ports gained that amount. In flour New York's average in the same ten-year periods fell from 80 to 57 per cent from 1882 to 1892, to 43 per cent in 1902, in 1903 to 36 per cent. The Thurman Commission decided in favor of the differentials in 1882 after they had been in force for five years, but since that decision New York has fallen in wheat and corn from 60 per cent in 1881, with 72,000,000 bushels actually exported, to 44 per cent in 1903, with 31,000,000 bushels actually In flour New York fell from 86 per exported. cent in 1881 to 36 per cent in 1903, where the differential ports gained from 13 to 63 per cent and from less than 600,000 barrels to more than 7,000,-

We will not rely exclusively on statistics to prove that conditions have changed. The Thurman Commission favored Baltimore and Philadelphia because cargo rates from those cities and their berth rates were greater than from New York. Now the

rate is the same from all ports.

We will present our case along the lines I have indicated, but in principle we oppose the differentials agreement. We will speak in behalf of free competition, free enterprise and the perfection of economies. If conditions had not changed New York, with its perfect harbor facilities, is entitled to open competition for those reasons alone. New York wants the seaports to be the trustees of the nation.

New York did not ask for the abolition of the difference between domestic and export rates. Boston, by Chas. H. S. Hamlin, also asked for fairness only.

E. J. Rich of Boston, general solicitor of the Boston and Maine Railroad Company, followed. He said:

There is a misunderstanding as to the position occupied by this Commission. It is clear the Commission may adopt three plans: It may act in an advisory capacity; it may say whether there has been a violation of the interstate commerce law; or it might recommend whether differentials should be abolished. It seems to me the Commission should make this clear at the outset.

"The Commission," replied Chairman Knapp, "only considers it necessary to state at this time that it wants to know how the differentials have affected the carriers, ports and public. We will present a report later."

In presenting the claims of Philadelphia, Mr. Pettit said:

Philadelphia merchants agree that absolutely free and unrestrained competition should be preserved. Prior to 1882, reaching back to the early seventies, when the railroad system of the United States was practically, as far as seaboard traffic was concerned, confined to four trunk lines, cities of New York, Boston, Philadelphia and Baltimore were engaged in competition for trade as they are to-day. The railroads which served these localities were engaged in competition as they are to-day. They made agreements which were repeatedly broken, and bitter rate wars followed. Not until 1881, after a rate war had been waged for almost a year and the trunk lines had lost over \$20,000,000, did they appeal to a board of arbitration. Again peace was of short duration. The Commission later decided that Philadelphia and Baltimore were entitled to a differential rate, and this decision was reaffirmed in 1898. The Commission decided that a differential did not disturb the trade of the United States. The constitution prohibits any such attempts.

It is evident that the rate sheet should be the charge sheet and that grain may be shipped to any port without any special arrangement. Philadelphia has won what it has by competition, and it is but just that it should be maintained. If this is not done, we will go back twenty years, and the same causes will produce the same results. Rate wars will follow and the railroads will suffer millions of dollars' damage.

Arthur George Brown of Baltimore and John B. Daish of Washington presented Baltimore's side of the controversy, sustaining Philadelphia in its position.

Traffic Manager Nathan Guilford of the New York Central was questioned about export grain rates. His testimony was largely technical. The Buffalo lines are in a pool and had agreed on the rates, distributing the tonnage among the roads, and in 1894 agreed on a differential to the Pennsylvania and B. & O. to prevent a cut; Philadelphia and Baltimore, being nearer Buffalo and the lake ports, are entitled to differentials; but his company did not approve them, because those rates caused trouble and are commercial threats, and he would abolish them to make a uniform rate to all ports. He further said that not one-twentieth of 1 per cent of the grain from west of Buffalo, which is delivered to the New York Central at Buffalo, is consigned direct through from its Western originating point; and he denied that the New York Central has an agent at Chicago for that purpose. When asked to give his ideas of the basis on which ocean rates should be established, Mr. Guilford said:

It seems to be a reverse proposition, so far as Baltimore is concerned. Baltimore, with its geographical advantages in being in more direct communication with the West than is New York, is unfortunately supplied with an inferior ocean freight service as compared with New York. Baltimore's shipping is done in inferior boats and is restricted to a number of foreign ports. It is practically to make up for these disadvantages that the northern railroads and New York are asked to submit to differentials in Baltimore's favor.

Mr. Guilford concluded by saying that Baltimore

rates should be the basis of the uniform export rate, for which New York and Boston are contending.

The Northwest was represented in the address of J. L. McCaull, representing the Minneapolis Chamber of Commerce, who said in substance that the Northwest favors the differentials, and also, but more emphatically, that the milling business of the Northwest depends upon the maintenance of the present rates. The Northwest, Mr. McCaull said, believes that "each locality should receive the full advantage to which its geographical location and other considerations entitle it;" although he saw no serious objection to a uniform rate to all ports.

Mr. McCaull's argument was more pronouncedly from the standpoint of the Minneapolis miller, who suffered heavily last winter from a war that carried grain 0.2 cent per bushel Buffalo to seaboard, while flour cost 9½ cents per hundredweight, which was, of course, disastrous to exporting millers.

C. C. Bovey, representing the Minneapolis Millers' Club and the Millers' National Federation, also condemned the differential made by all the

KEITH & SCHOWALTER.

A good many Iowa dealers have been having anything but a satisfactory business during the two crop years now coming to an end, owing to short crops and the necessities of feeders. Keith & Schowalter of Wayland and Coppock have not, however, we are glad to say, been numbered in that category, being favorably situated, in the first place, and being also well prepared to do business and to keep their capital turning over both with grain and hay and also coal.

The elevator shown in the picture is their Wayland house, of which a duplicate is operated by them at Coppock. The capacity of either house is 12,000. This house, which was built in 1900, is 24x28 feet on the ground and 30 feet high; is clad with steel and rests on concrete foundations. The power is a 5-horsepower gasoline engine. The equipment consists of Pease Cleaner and general line of elevator machinery, a 2-hopper dump and Fairbanks Standard Scales. There is also crip capacity for 5,000 bushels of corn.

For handling hay and feed the firm operates two barns and a shed 16x28 feet in size and 10



KEITH & SCHOWALTER'S GRAIN ELEVATOR AT WAYLAND, 10WA.

roads in favor of export wheat as against export flour. In his statement he claimed that in rate grain wars which involved the transportation of grain in bulk, grain products suffered inevitably in the raising of export rates. He asked that in any future reduction of rates the parity of rates on breadstuffs be preserved, and that the Commission devise means for providing that such parity be maintained. The mills in a year, Mr. Bovey said, could grind once again the total grain crop of the United States. Discrimination in export grain rates, he contended, at times made it impossible to compete abroad with high-grade wheat products. Until wheat and flour rates were adopted on a uniform comparative basis, he said, the milling interests would operate under a serious handicap. The western milling interests would prefer New York as a shipping port if the railroad rates were uniform to all seaboard ports and if the steamship rates were equal. Millers, he said, would object to changes in domestic rates.

Herbert Bradley of the Millers' National Federation, like Messrs. McCaull and Bovey, held that a discriminating rate favoring wheat simply sent the wheat to be milled abroad instead of at home.

Further hearings will be held in Philadelphia in

The Empire Grain and Elevator Company of Binghamton, N. Y., on May 31 celebrated the close of its thirteenth year of successful business by presenting its twenty-five employes with bonus checks aggregating \$1,000. The bonus or gift to each man was made in proportion to the length of time he had been with the company and the character of his work.

feet high, the latter being devoted to the seeds and feed department.

Coal is handled in 10-car lots, that being the capacity of the sheds.

There are, in fact, few Iowa firms that are better prepared to do business and to take advantage of a rush, should it come, or to keep their money doing something when dull times come in any one of their lines.

THE FARM SURPLUS.

The "Nation's Farm Surplus," as arrived at by Geo. K. Holmes, chief of the Division of Foreign Markets of the Agricultural Department, for 1903, was \$878,479,451 out of a total production of \$4,500,000,000, not including farm products fed to live stock.

Of the exported farm products (1903) 36 per cent was cotton, 25 per cent grain and grain products, 24 per cent meat and meat products and live stock, which items comprise 85 per cent of the exported farm products. 'Tobacco, oil cake, etc., are considerable items in the list.

The fraction of the wheat crop exported in the last dozen years has been about 31 to 41 per cent, and the exported wheat and wheat flour have yearly averaged somewhat more than 200,000,000 bushels since 1897, before which period for many years the quantity was usually 60,000,000 to 100,000,000 bushels less.

Only a small portion of the corn or maize crop is exported as corn, the highest percentage, 11 per cent, being for 1898. Notwithstanding the small percentage, the exported bushels reach 100,000,000 to 200,000,000.

A MIDSUMMER JOINT MEETING OF INDIANA GRAIN DEALERS AND INDIANA MILLERS.

The two associations in Indiana representing the grain and milling interests of the state met in joint meeting in the Board of Trade Building, Indianapolis, Ind., on June 1, and subsequently, on June 2, met in separate sessions at the State Capitol.

The morning session of June 1 was presided over by A. E. Reynolds of Crawfordsville, president of the Indiana Grain Dealers' Association, and the afternoon session by H. A. Martin of Newcastle, president of the Indiana Millers' Association.

President Reynolds, in calling the morning session to order at 10 a. m., spoke a few words of welcome to the assembled millers and grain dealers. He said it would insure harmony for the two interests to meet together and that mutual understanding and good-will on both sides would result from a more frequent coming together of the two interests.

Mr. Martin responded along the same line and alluded to the mutual interests of the two trades.

An address of welcome on behalf of the local grain dealers and millers and the Indianapolis Board of Trade was made by C. C. Perry, president of the Board of Trade of Indianapolis. Mr. Perry's address was a warm welcome to the city and to the Board of Trade.

John W. McCardle of New Richmond, Ind., spoke on behalf of the Grain Dealers' Association. Mr. McCardle paid a very eloquent tribute to the state Grain Dealers' Association and what it had accomplished, and also praised its officers for their excellent work in promoting its interests. He further spoke highly of the Grain Dealers' National Mutual Fire Insurance Company, which had become a prominent institution of the state in a very short time.

H. S. Grimes of Portsmouth, Ohio, president of the Grain Dealers' National Association, was introduced at this point and made a short address in which he commended the principle of joint meetings of millers and grain dealers, and said that if they would form a closer union it would put many dollars into their pockets.

J. A. Wellington of Anderson, Ind., addressed the convention on behalf of the Millers' Association. He said that he was both a miller and a grain dealer, and that in his business the miller and grain man had always gotten along well together. He regarded this meeting of the two interests as a wise movement on the part of both organizations.

John B. Daish of Washington, D. C., in the absenee of Chas. S. Bash of Ft. Wayne, was called upon to speak on the question of "Railroad Service Transportation and Legislation." Mr. Daish said that transportation to-day was one of the greatest problems of this country, or for that matter of any other country. Concerning the question of shortage of cars, he said that since 1897, when cars were relatively numerous enough to handle the business of the country, the railroad equipment had not been increased in proportion to the commodities to be hauled. From that time until 1902, there had been an increase in railway mileage of 10 per cent, an increase in freight ears of 27 per cent, an increase in freight engine carrying power of 38 per cent, an increase in number of engines of 15 per cent, an increase in the amount of tonnage hauled per year of 10 per cent. There had not been an adequate increase in railway rolling stock equipment and no material increase in the equipment of terminals. This had made it difficult for the grain dealer to get cars, and the grain dealer has had to suffer for this failure of their duty on the part of the railroads.

Reciprocal demurrage is a question of interest to dealers, continued Mr. Daish; and if the railroads charge for cars if not promptly unloaded, then they should also pay if they fail to furnish cars promptly on demand. All the grain man wants is fairness, and the railroads should furnish

cars within a reasonable length of time and move them at a reasonable rate of speed, and the dealers should unload them within a reasonable time. He commended the action of the Association in its endeavor to secure a law providing for a railway commission in Indiana that would see that fairness is done.

In conclusion Mr. Daish said that the question should be agitated until the dealers shall have secured justice for themselves and fairness for all shippers in connection with the transportation problem.

An address on the same line was read by L. A. Clark, traffic manager for Bell Brothers of Muncie, Ind. Mr. Bell commended the organization of the various shippers' associations of the state and said much could be accomplished through their action. He said that Indiana owed very much to her railroads, which had helped to build up her interests. He could not believe that the president of a railroad would wilfully injure any grain man's business. He looked upon the situation as largely due to the error that the officers of the railroads do not investigate as thoroughly as they should the interests of the grain dealers. They have many employes under them who are supposed to look after both the interests of the railroads and those of their patrons. We want in this state a railway commission which shall have authority to go to the towns and investigate the complaints and have power to adjust and regulate the evils. If such a commission would do its duty, discrimination would be an impossibility. A bill should be introduced into the next legislature that will be fair and honest, otherwise it will become a dead letter if passed and will benefit nobody. The railroads, he felt sure, would welcome a fair and honest measure, and then both the railroads and the public will be benefited by it.

The meeting then adjourned.

AFTERNOON SESSION.

H. A. Martin called the afternoon session to order at 2 p. m., and introduced J. C. Hite of Peru, who gave a talk on the relations of the grain dealer to the miller. Mr. Hite spoke of the unity of interests of the two industries and said that the relations of the miller and grain man should be always fair and cordial. The miller had to have wheat to run his mill and it is to the mutual interest of grain buyer and miller that the miller should have the wheat he needs and be able to buy it at a fair and reasonable price.

A. F. Files of Muncie responded on behalf of the Grain Dealers' Association, Mr. Files reading a paper on the subject.

John W. Snyder of Baltimore followed with a paper on "The Relations of the Grain Dealers and Millers of Indiana to the Atlantic Seaboard."

Mr. Wellington read the following resolution, which was adopted as read:

Whereas, The Interstate Commerce Commission, at the request of the Merchants' Exchange of New York and kindred organizations of the several seaboard cities, is investigating the question of differential rates on import and export traffic to the North Atlantic ports; and

Whereas, It is essential to the agricultural, mercantile and manufacturing interests of the state of Indiana that the differential rates to the several Atlantic seaports be maintained; therefore, be it

Resolved, By the Indiana Grain Dealers' Association and the Indiana Millers' Association, in joint meeting assembled, that these associations favor the maintenance of the differential rates on imports and export traffic to the several Atlantic ports

W. S. Frees of Greenfield, in the discussion which followed, spoke briefly of the value to the miller and the grain man of working in harmony.

W. W. Alder said that what is wanted in Indiana is a law so fair and honest that it will interest the railroads themselves. The railroads' life, property and franchises are the gift of the state. They have their duties to perform, and while their directors should have their government in their own hands, yet they should be also under the control of the people who made them and who made their continued existence possible.

The following committees were appointed on tion.

resolutions to consider subjects of mutual interest to the two associations. For the grain dealers, Messrs. Files, Thompson and Gardner; for the millers, Messrs. Wilkinson, Dewces and Hite.

An additional committee for the grain dealers was composed of Messrs. Clark, Hazlerigg, Moor, New and Taylor; for the millers, Messrs. Daniels, Wellington and Kennedy.

President Reynolds appointed the following committee on arrangements for the Grain Dealers' National Association meeting: Messrs. McCardle, Goodrich, Sale, Alder, Morrison, Boyd, Perry and McCotter.

An address was given by E. E. Perry, secretary of the Indiana Millers' Mutual Fire Insurance Company, on the subject of fire insurance. Mr. Perry said that at least 60 to 70 per cent of the fires, whether mercantile risks or not, resulted from tho moral hazard. He did not mean that the owners set fire to their property, but that they became careless and do not care whether it burns or not. Mr. Perry thought this is criminal negligence. Very many changes have been made in mill and elevator property within the past few years, making fires much less liable from triction and like causes. Mills should be kept free from dust and dirt in the bearings of machinery and salt water should be available in different parts of the building for extinguishing incipient fires.

C. A. McCotter, secretary of the Grain Dealers' National Mutual Fire Insurance Company, read a paper on "The Fire Hazard of Elevators." Following Mr. McCotter's paper the meeting adjourned.

EVENING SESSION.

An evening session was held in the Assembly Hall of the Claypool Hotel, which was presided over by President Reynolds. The ladies accompanying the members and their friends had been especially invited, and many of these were present. The program consisted of an opening address by A. E. Reynolds and an address of welcome and discussion of transportation and other kindred subjects of interest to producers, shippers and manufacturers of Indiana by Hon. John W. Kern, president of the Commercial Club of Indianapolis. The response was made by Hon. J. Frank Hanly of Lafayette, Republican candidate for governor.

Mr. Kern welcomed the dealers to Indianapolis and paid an eloquent tribute to the city and to her institutions. On the question of transportation, he thought that Indiana should have a railway commission, and he told the dealers the plan that he thought it best to pursue to get a bill through the state legislature and gave some good advice on how such a bill should be prepared. If the commission were secured, they should be careful to get men of broad minds to serve as commissioners who should be paid sufficient salaries to secure that kind of men.

Mr. Hanly said, in a discussion of the same question, that the grain men should be mindful of the public's interest other than their own in considering the question of the railways. He declared himself to be unequivocally for the eorrection of the abuses that had grown up in connection with the transportation lines throughout the state.

The meeting adjourned at 10 p. m.

THURSDAY MORNING SESSION.

President Reynolds ealled the session of the Indiana Grain Dealers' Association to order at 10 a.m., in room 12 of the State House.

J. W. McCardle made his report, and said that he wanted every member to go to Milwaukee to the annual meeting of the Grain Dealers' National Association and support Mr. Reynolds for presi-

Thos. Morrison and W. W. Alder spoke upon the same line, and expressed the view that Indiana could go to the meeting and elect Mr. Reynolds president if they desired him in that office.

Mr. Foresman, chairman of the membership committee, recommended that each member of the Indiana organization constitute himself a committee of one to bring one new member into the Association

President Reynolds said that renewed efforts should be made to have the 500 dealers join who were not members. Their financial and moral support is needed in getting the legislation desired through the legislature next winter.

Mr. Sims and Mr. Gardner spoke of the benefits they had received from the Association and recommended it to the grain dealers in the state who are not members.

Fred Mayer of J. F. Zahm & Co. of Toledo read a paper on Toledo as a grain market.

C. A. McCotter talked briefly on insurance.

W. S. Gilbreath told of the value of the Association to himself and said his experience with the organization had been both profitable and pleasant

James Hodge of the United Grain Co., Toledo, said he belonged to the Ohio, Indiana, Illinois and Grain Dealers' National Associations, and that he regarded them as of great benefit to his business. He suggested, along the line of increasing the membership of the Association, that each member try to bring in one other member. If the Association needs funds, however, he was sure the members would prove loyal in furnishing the necessary financial support.

H. C. Clark said he had belonged to the Association ever since it started, and that he would not drop out for double what it costs him. The 500 grain men of the state who were not members received the benefits of the work of the 300 who are members. He thought if the organization needs more money, it would be easy to get it by a sub-

John Keller, Charles Knox and H. L. Goemann of Toledo spoke briefly on the value of Association

O. J. Thompson read the following resolution, which was adopted:

Resolved, That the secretary of this Association be requested to ask the different terminal markets, in revising the rules of inspection for the coming crop, to state the percentage of foreign grain and mixed oats allowed in the grade of No. 3 white oats.

Charles S. Clark addressed the meeting upon the "Rise of the Indiana Association."

The resolution offered by Mr. Thompson was taken up for discussion and Inspectors Culver and Shanahan explained that according to their rules no per cent of foreign grain and mixed oats was allowed in the grade of No. 3 white oats. There is a difference, however, in the terms "mixture" and "per cent," and small mixture, not enough to make 1 per cent, would not lower the grade.

E. W. Culver, chief grain inspector of Toledo, gave a talk on Toledo inspection, its grades, and the good standing of its contract grades in all markcts. He alluded to the trouble which they had had with damp corn this year and advised dealers to buy their grain at right prices and to make allowances for any percentage of forcign grain in their oats, and then they would have no trouble. If they are not satisfied with the inspection of their grain, however, they can always appeal to the inspection committee.

I. D. Shanahan, in a brief talk, said that the inspectors are between two interests, the shippers and the buyers, and it is their aim to be fair to everyone in interest.

Mr. Riley read a communication from J. W. Mc-Cord, secretary of the Ohio Grain Dealers' Association, inviting the members of the Indiana Association to participate with them in their annual meeting at Put-in-Bay, on June 28-July 1.

Mr. Riley read the report of the committee on resolutions. The report was adopted as follows:

Resolved, That we fully appreciate the honor conferred upon our joint meeting by the Hon. J. W. Kern and I. Frank Hanly in their excellent addresses, and that the secretary be and he is hereby instructed to convey our thanks to them in a proper communication.

Resolved, That we take pleasure in hereby acknowledging the courteous and liberal treatment of our Association on the part of the public press of this city and the trade journals present.

P. E. Goodrich, secretary of the National Hay

organization at St. Louis June 14, 15, and 16. The convention adjourned sine die.

CONVENTION NOTES.

Fred Mayer took one of his flowery streaks and buttonholed everyone with a bouquet.

W. E. Smith, of the Richardson Scale Co., of New York City, gave a brief address on the subject of automatic weighing, and showed a working model of the Richardson Scale. Both millers and grain dealers were much interested in his demonstra-

Miss Anna Webb of Summitville, who runs the mill at that place, was present at the joint session and, to do honor to such a distinguished guest, by unanimous vote, the Indiana Grain Dealers' Association elected her an honorary member of the organization.

The machinery men present included: W. H. Kiser, with the Weller Mfg. Co., Chicago; A. S. Garman and Alex Rogers with Huntley Mfg. Co., Silver Creek, N. Y.; J. M. Bacon, representing the Invincible Grain Cleaner Co., Silver Creek, N. Y.; W. E. Smith, with Richardson Scale Co., New York City.

Toledo always has a good delegation out at the Indiana meeting and the following were present from that market: Chief Grain Inspector Edward W. Culver; Fred Mayer, of J. F. Zahm & Co.; John C. Keller, of C. A. King & Co.; Charles Knox, of Reynolds Brothers; James Hodge, of United Grain Co.; Henry L. Goemann, W. R. Worts and D. B. Noyes, with Toledo Salvage Co.; Will W. Cummings, with J. J. Coon.

The grain dealers present included: Tom Morrison and O. J. Thompson, Kokomo; A. E. Reynolds and F. C. Crabbs, Crawfordsville; E. L. Harris, Greencastle; A. Gardner, Cottage Grove; A. J. McDill, Cottage Corners; C. G. Egly, Berne; M. T. Dillon, Frankfort; M. L. Conley and J. F. Sims, Frankfort; R. M. Sims, Frankfort; G. L. Clark and E. W. Ball, Rushville; H. C. Clark, Lebanon; J. L. Schalk, Anderson; J. A. Wellington, Anderson; E. K. Sowash, Middletown; A. M. Wellington, Anderson; J. W. Sale, Bluffton; P. E. Goodrich, Winchester; John Hazlerigg, Cambridge City; E. A. Kitchel, Kitchel; Geo. W. Moor, Letts; Geo. W. Huber, Gaston, Ind.; Paul Hogue, Fortville, Ind.; J. M. Coucher, Bennetts Switch; Bennet Taylor, South Raub; J. W. McCardle, New Richmond; A. F. Files, Muncie; Matt. Schneible, Lafayette; Peter Sleponek, Modoc; W. J. Besser, Greencastle; C. F. McCreight, Advance, Ind.; A. L. Nelson, Montpelier; J. A. Adams, Bunker Hill.

GRAIN SAMPLING REFORM.

The Chicago Board of Trade has abolished the private grain sampling system and established a Department of Grain Sampling and Seed Inspection, of which Robert P. Kettles has been made chief, with the title of chief grain sampler, and E. R. Ware first assistant. The department will be under the direction of a committee of the Board, of which H. N. Sager is chairman.

The department began its work on June 1, the official samplers' authority to issue certificates ending on May 31. The flaxseed inspection office continues as heretofore.

The regulations governing the new department are simple, being codified in eight rules. After providing in rules 1 to 5 for the organization of the department, the rules provide (6) for uniform charges for service at established rates; (7) that persons interested in parcels of grain, or their representatives, may examine any car or cargo, but no certificate of such examination shall be issued nor shall a right of appeal therefrom lie to a grain committee, "unless the grain has been loaded under the supervision of the official sampler of the department;" (8) fces shall be 35c per carload and 25c per 1,000 bushels for sampling grain loaded on to or unloaded from vessels.

Mr. Kettles, the chief sampler, is a miller by Association, announced the annual meeting of that I trade, and a Scotchman by birth. He has been in I B. tracks.

the business of sampler since 1887 and an official sampler of the Board for the past ten years, and commands the full confidence of the Board as to his ability and integrity.

GOVERNMENT SEED DISTRIBU-TION.

Of all the cheap electioneering schemes fostered by the general government and carried out by the members of Congress at the expense of the farmer, the free distribution of seed is the cheapest.

The distinguished Secretary of Agriculture pretends to regard the seed distribution seriously and the second-rate congressman clings to it as a man overboard to a life buoy, while the practical farmer feels nothing but pity for the futile, feeble practice, both from a political and business standpoint, says the Farmer and Union of Manchester,

The truth is the government fails to compete with the seedsmen of the country, from whom the farmer can get nearly all the varieties of any value, in such quantities as he may need, while the Department of Agriculture and its distinguished distributing agents send them out in packages that would, with the greatest carc, produce a crop that might run a cage of canary birds half a year.

The department can be useful in collecting from "the ends of the earth" seeds that are beyond the reach of private enterprise and make the first distribution to the various experiment stations, the increase to be sold at a reasonable price in reasonable quantities to painstaking, reliable farmers of the vicinity, with the understanding that they should again sell at an agreed price to other farmers. In this way rare seed would be accessible to all in a few years in quantities that would justify the care they require.

It takes a year to make a single trial in agriculture and the government should provide for the experimental work at its various stations, and not distribute seeds until the experiment has established their value. Then they could in a few years be brought within the reach of all, as suggested above. The government should not handle established varieties. Its energies instead of being wasted in lame competition with private enterprise should be used in the search for the new, rare and valuable seed, on strictly business principles. When found worthy by government experiment stations arrangements should be made to supply the country with the least possible delay. That being done the government should devote its energies to further research.

The average politician is not likely to favor a change of this senseless routine that takes up the time of the Department of Agriculture. But the distinguished secretary will do himself great injustice if he continues to be a party to the ridiculous uses now made of his department. The country with great confidence and unanimity expects something better of him. The grip of the small politician on his department is like that of broom rape or hemp or tobacco and it can never attain the dignity and usefulness that of right belongs to it, until it is entirely divorced from its present political tutelage.

MORE EXPANSION AT NEW OR-LEANS.

A contract has been concluded by the Gould and Rock Island Systems by which the Rock Island System gets an entrance into New Orleans, where a joint terminal will be constructed to comprise slips for steamers, grain elevators, etc.

It is said that the steamer berth room will be 1,400 to 1,500 feet long by 250 to 300 feet wide, with a depth of 40 feet, giving room for seventeen vessels.

The Frisco System will enter New Orleans over the Illinois Central (Miss. Valley) tracks from Baton Rouge, the I. C. getting in return entry into the coal and iron fields over the K. C., M. &

SCALE TESTING.

[A paper read before the Iowa Grain Dealers' Association at Des Moines, Iowa. May 17, 1904, by H. A. Foss. weighmaster, Chicago Board of Trade.

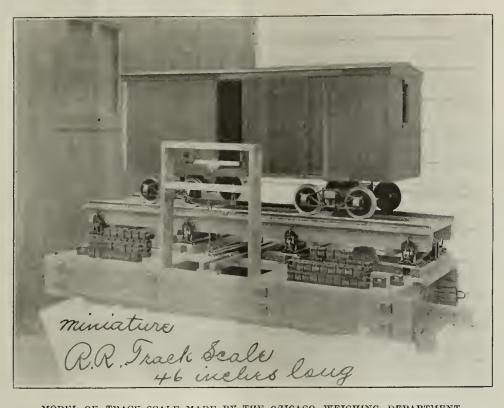
It is strange that scale testing has been so little discussed at meetings of grain dealers. Such neglect is but a sign of the fact that men who clean their guns and grease their wagons expect scales to take care of themselves.

All scales should be tested as often as possible, and at least twice during the busy season, by a proficient scaleman, with sufficient weights. I have frequently asked shippers if their scales had been recently tested, and in many cases have received the reply that they tested their scales every morning by balancing them and that they knew they were correct for that reason. This is like blow-

Here we would have an error of 5 pounds to the 1,000 pounds; and yet if we had used a 50-pound test weight instead of 1,000 pounds, the variation would have been only one-quarter of a pound and would not have been detected. For this reason, it is necessary to test large scales with a large amount of weights in order to obtain accuracy. Four-ton scales should be tested with not less than 1,000 pounds of weights, while on track and large hopper scales at least 4,000 pounds should be used.

Since it is not practical to use test weights to the full capacity of a scale, some substitute must be used in addition to the test weights to bring the maximum strain on the levers. Hence, scales must be tested when loaded as well as empty.

First of all, in testing a scale, balance it to a center beam; then place the test weights carefully on the scale and weigh. Repeat this with the



MODEL OF TRACK SCALE MADE RY THE CHICAGO WEIGHING DEPARTMENT.

ing through a gun barrel to see if it is clean; for j scale loaded to its full capacity, each time noting it is impossible to tell from the action of a scale, even if it does balance, that it is weighing correctly, as there are very few conditions that will prevent a scale from balancing, although the weights arrived at may be anything but correct.

Years ago, even-balance scales, which consist of but one lever, were universally used, but the demand for a scale of larger capacity made it necessary to construct a scale consisting of a series of multiplying levers; hence, the modern, compound-lever scales. Now, the even-balance scale requires weights equal to the amount to be weighed, while in the compound-lever scale the leverage is so great that it takes a weight of but a small fraction of the amount to be weighed. For instance, in many of our hopper scales, this multiplication is so large that but one pound on the hanger will balance a thousand pounds in the hopper, while, on some track scales, one pound will balance 6,000 pounds. In view of these facts, it is obvious that compound-lever scales must be frequently and properly tested.

This use of multiplying levers has made it possible to increase the size and capacity of scales to such an extent that it is not practical to test them to their full capacity with test weights. However, enough weights must be used to show any variation; for, if a scale is out of adjustment, the variation would not be perceptible with a small amount of weights. The larger the scale, the more it takes to turn the beam and the more difficult it is to see the variation on any given weight.

For instance, suppose we start with a scale empty and balanced and put on 1,000 pounds of test weights. Now suppose it is necessary, in order to balance the scale thus loaded, to slide the beam weight to the 1,005-pound mark instead of the 1,000-pound mark, at which point the beam would rest if the scale were working properly.

the variation, if any, and keeping in mind that any variation would be the variation for the amount of test weights used and that the final total error in the scale would be as many times more than the error on the test weights as the capacity of the scale is greater than the amount of test weights used. Of course, other causes, such as rests and binds, do not produce a proportionate error like that just mentioned.

Tests are made to establish the accuracy of a scale or to locate most quickly and exactly the seat of the trouble in scales which do not register accurately. How foolish it would be for a man, without making the regulation and necessary tests, to spend several days overhauling and adjusting a scale which will stand every test for accuracy. Yet, how much more foolish it is to deceive ourselves and tell ourselves that our scales are accurate and use them as being accurate when we have neither examined them carefully nor made the complete and necessary tests to establish their

For an example of a complete test, take track scales. All track scales have at least four sections, and there should be a separate test made of each section by placing the test weights directly over each. Four thousand pounds of test weights on any section call for exactly 4,000 notches on the scale beam. If you do not get that result in the test of a section, you have located the need for some adjustment or repairs in that section.

In addition to this, a test should be made with a heavily loaded car, using the test weights, first on one end of the scale and then on the other. Frequent trials should also be made by weighing a short, heavily loaded car on each end, thereby ascertaining if both ends give the same reading; i. e., weigh the cars as near to the edge of one end as possible and still have the entire car on the scale; then weigh in the same manner at the other end, noting the variation, if any, between the ends. This, of course, will not take the place of test weights; but the variation will give you an idea of the condition of your scale and may suggest the necessity of a complete test. The amount of variation between the ends does not show to what extent your scale is untrue.

Again, in testing wagon and hopper scales, the test weights should be distributed on all four corners, for there are in such scales four main levers, each of which must receive an equal portion of the test weights. This is absolutely essential. Scales may test correctly with the weights on one side, front or back, and still be out of adjustment. In addition to this, test each corner separately with as many weights as possible.

In conclusion, then, let me reiterate the importance of the facts presented in this paper, viz., that scales should be tested frequently and thoroughly with a number of test weights proportioned to the size of the scale and by a method suited to the kind of a scale tested.,

I have with me a miniature track scale, with test weights and a freight car, made in proportion, which I am proud to say are products of my department. They are all hand work and were made entirely by our scale inspector, Mr. Schmitz. The scale is a real weighing machine and I will endeavor to prove its accuracy by testing in the manner tests are conducted by my department.

[Mr. Schmitz then made the practical demonstration referred to by the scales shown in the illustra-

RHODE ISLAND GRAIN DEALERS.

The Rhode Island Grain Dealers' Association held a meeting at East Providence on May 12, at which time S. W. Norton, secretary, handed in his resignation, having sold his business. F. L. Davenport of Providence was named as his successor.

After the business was concluded, W. P. Hale of Providence made the Association a short address, after which those present adjourned to the ante-room, where a bunch was served. The meeting place was the rooms of the Business Men's Association of East Providence.

R. SMITH & CO.

R. Smith & Co. of Duluth, Minn., whose elevator plant is shown in the accompanying picture, do a general wholesale business in grain, hay and



mill stuffs, as well as manufacture feed, rye flour and corn meal. Their feed grinding capacity is 50 to 75 tons per day.

In the grain line they do a cleaning and mixing business, making a specialty of recleaned oats.

They have built up a fine reputation as reliable shippers and handlers of pure feed; and have worked up a large and profitable business.

The propeller John Oades was the first boat of this season to reach Buffalo with grain. She carried barley and rye and was loaded at Manitowoc,

MONARCH WHEAT SCOURER.

Dealers in the wheat belt who prepare their wheat for market in the best manner, or elevator men who seek the most exacting milling customers, appreciate the value of a thoroughly good scourer. There are many of them, of course; but few, if any, are deserving of more careful consideration of buyers than the one herewith illustrated—the Monarch Wheat Scourer, manufactured at Muncy, Pa., by Sprout, Waldron & Co., builders of a general line of milling and elevator machinery.

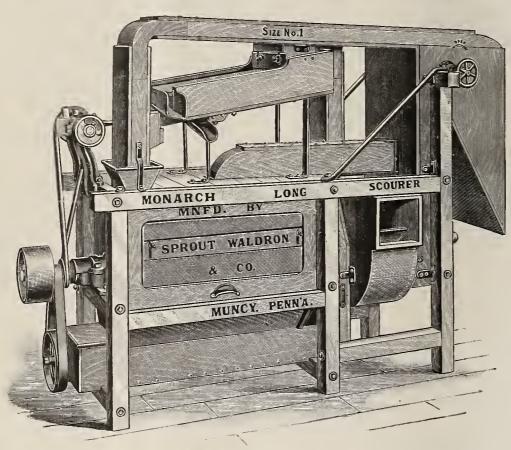
Without attempting an elaborate description of the mechanism, it may be said that the grain is spouted in the head of the receiving shoe at a point nearly in the center of the machine. From this it passes over a regulating gate which controls the flow. It then passes through a coarse screen, which removes the straw joints and other particles larger than wheat grains, dropping theuce to a fine screen which takes out sand, cockle and small seeds. Tailing over this fine screen, the grain enters a suction trunk connected with the fan, where the chaff, dust and like impurities are

in the least. Those interested may obtain further information by addressing the manufacturers at Box 320, Muncy, Pa.

SELLING GRAIN ON ITS MERITS.

[Synopsis of an address delivered before the Iowa Grain Dealers' Association at Des Moines, May 17, 1904, by Henry Wallace, editor of Wallace's Farmer.]

I am glad to have the opportunity of meeting with you to-day and soliciting your aid in the work of increasing the quantity and improving the quality of grains growu in Iowa for the supply of the world's markets. You are quite well aware that the agricultural colleges, experiment stations, farmers' institutes and the agricultural press are unitedly endeavoring to the best of their ability to arouse the farmers to the necessity of growing better grains of all kinds and more of them. The high price of lands in this state renders this movement au absolute necessity. The future prosperity of the state is largely bound up with the success of this movement. You can prove very efficient aids in this work, and without your co-



MONARCH WHEAT SCOURER.

drawn out. Dropping from the suction trunk, the grain enters the scouring cylinder, where it is given a thorough scouring between rapidly revolving chilled-iron bcaters and the outer scouring case, which is composed of rolled-steel wire. The cylinder is so constructed that it gives the grain a swirling action which forces it against the steel case in a thin sheet, completely removing all dirt as well as the fuzz from the end of the kernel. From this cylinder the grain passes into another air-trunk, where any remaining particles of dust and screenings are removed. The air separations are controlled by valves operated by means of hand-wheels with ratchets and pawls which are very easily manipulated, as will be noticed by referring to the cut. The scourings which pass through the scouring case drop into a conveyor underneath, from which it can be sponted to feed. The fast-running main shaft, which is long enough to receive a driving pulley at each end, is provided with self-oiling boxes, which require very little attention.

This machine is built in the very best workmanlike manner, the material entering the same being of hardwood, the frame being held firmly together with joint bolts. The manufacturers are so confident of its worth that they will send it to any responsible party for 15 days' trial, and it is sold on a guarantee that it will scour and polish the wheat better in one operation than other machines will in two, and that it will not break the grains operation our efforts must result in comparative failure. I am glad to know that your sympathies have already been enlisted and that through your efforts almost a thousand farmers have received small quantities of seed corn which they could not otherwise have obtained. The movement for the improvement of corn largely fills the public eye at present, but this will be followed in the near future by like efforts to improve the quality and increase the quantity of oats and wheat as well.

It will be poor encouragement for the farmer who has succeeded in obtaining high-bred seed corn and gradually acclimating it to the locality of his farm, if, when he comes to sell it on a bid of No. 3 or better, he gets the price of No. 3, knowing all the time that his No. 2 will be regarded as cream to be skimmed off by the dealer either at home or at the terminal market. It will be poor encouragement to the farmer who has obtained at large expense a new variety of oats that will easily grade No. 3, possibly higher, if he received the price of No. 4, while some other fellow uses his superior oats to bring up the grade of No. 4, "no grade," or "rejected," to make it pass for No. 3. The laborer is worthy of his hire.

The man who produces a good quality of grain and puts it on the market in prime condition is entitled to the full reward of his labors. The man who goes to the expense of securing a fine quality of seed is likely to put it on the market in the

best condition, and it seems to me it should be the policy of your Association to encourage this class of men by establishing the rule of buying grain strictly on its merits. It is all wrong when the buyer at any station, after ascertaining the quality of grain in the neighborhood, fixes a medium price at which all grain will be purchased, thus robbing the good farmer and encouraging the shiftlessness and carelessness of the poor one.

If the legislature of Iowa were to enact a law authorizing the farmer to adulterate his grain within certain limits, using only the straw and the weed seeds grown on his farm, and compel the buyer to give him the "same old price," this Association would be up in arms; and yet that is precisely what may be done, and I suspect is done, at many stations in the state where the dealer offers a medium price and pays the same for all kinds of grains brought juto that market.

There are, as you all know, poor farmers and good ones-farmers who take a pride in producing a good quality of grain and putting it on the market in good condition; who during thrashing time keep a careful eye on the thrasherman and insist that he so manipulate the wind and the screens that the grain shall be delivered in good condition. There are other farmers who go on the principle that the more dirt there is left in, the more bushels; and the more bushels the more dollars, because good and bad will go into the elevator together. There are, I suspect, good, progressive, bright grain dealers and there are the careless and indifferent. If we could group the good grain dealers and the good farmers at certain stations and the poor ones at others, the evil would work out its own cure. Unfortunately, this is not possible. Therefore, I appeal to you to adopt at all your stations the rule of buying grain only on its merits and thus encourage the improvement in agricultural lines which the agricultural press has been urging with all its ability.

I am asking you simply to adopt the practice which has been adopted, and successfully, in other lines. Thirty years ago Iowa butter was regarded simply as grease; in fact, was called "Iowa grease." Why? It was made by farmers' wives, traded to the country stores for goods, and all at the same price. The merchant knew that he must sell it at a loss, that it was fit only for grease of some sort, and he therefore dumped it all into the same barrel, no matter what might be its color, texture or flavor. He professed to be afraid to grade it because Farmer Brown was quite sure that Mrs. Brown made as good butter as Mrs. Jones, and no matter how good Mrs. Jones' butter might be, she was compelled to take the same price that was offered Mrs. Brown. The merchant paid the same price lest he should offend his customers and quietly advanced the price of the goods for which it was exchanged. There was no possibility of improving the quality of Iowa butter so long as this practice existed.

In short, unless the buyers of grain buy it on its merits, discriminating between the good and the bad, the precious and the vile, the experiment stations may as well quit experimenting and the agricultural papers quit talking about improving the quality and increasing the quantity of the grain.

I am quite well aware that you have problems of your own to solve. I am free to admit that where but one farmer in a community grows a superior quality of wheat or oats you cannot give him the price to which he is entitled for the reason that you cannot get the price for it yourselves. Therefore, it seems to me that the grain dealer at every station should encourage to the utmost of his ability the growth of improved varietics and the adoption of the best methods in order that he can make up carload lots of the different varieties of grain. You people have, therefore, done a wise thing in furnishing your customers with small amounts of the best seed corn that money could buy. You should follow this up intelligently with the best varieties of oats and wheat and then discriminate carefully between the good and the bad. To pay a man whose oats weigh only twenty pounds to the measured bushel the same price

you pay the man whose oats weigh twenty-eight pounds, in order to have an even grade of twenty-four, is simply eucouraging carelessness. To pay a man the same price for No. 2 corn that you pay for No. 4, or rejected, is not only robbery of the former but it encourages the latter in his unthrift.

I am quite well aware that there may be neighborhoods where farmers, no matter what you may do, will imagine for the time being that they are not receiving value for inferior or dirty grain. There are other neighborhoods where it is possible farmers may be defrauded by the incompetence or carelessness of the grain buyer, possibly some man employed by the month to run the line elevator and whose interest is mainly in drawing his pay. Would it not be possible for your Association to take hold of matters of this kind and appoint a committee to act as umpire in case of dispute as to quality-a committee of mcn broad-minded enough to comprehend the subject in all its bearings and houest enough to render a just decision? If the whole force of this Association is used to correct the evils which inevitably exist and the injustice which is very likely to be done, it would, it seems to me, tend to elevate the character of the grain merchant and of the farmer as well. For the interests of the grain buyer and those of the farmer are not antagonistic; in fact, their interests are identical whether they see it or not. The greater the prosperity of the farmer, the greater that of the grain buyer. Impoverished farmers mean a poor husiness at the elevator and prosperous farmers mean prosperous grain dealers.

As before stated, the grain dealers have problems of their own, and serious ones at that, and in the solution of these the farmer is not a disinterested party. If the grain dealer loses by a leaky car, hy stealage at the terminals, by exorbitant freight rates, or poor service, the farmer at the last must pay the bills by giving the dealer a greater margin. Therefore, I plead for the most hearty co-operation between the producer and the dealer, and in order to have this hearty co-operation there must be mutual confidence. The farmer must realize that the grain dealer is not a robber and the grain dealer must realize that the farmer is not endeavoring to rob him of his own. Each laborer must be worthy of his hire.

This Grain Dealers' Association should give no reason for anyone to regard it as hostile to the farmers' interests. Instead, it should strive to promote them in every possible way, and one of the most efficient ways is that of buying grain of all kinds on its merits. This will tend not merely to encourage the good farmer but to rebuke the sloven. It will tend, moreover, to elevate the standard of the grains of the state, and in so doing enhance their value in all the markets of the world. We have now reached the point where the grain dealer and the farmer must hang together or hang separately. This high-priced land cannot be used for the growth of grain either low in price or in quality. There must be a campaign of education along the lines, and I trust and helieve that this Association is composed of men sufficiently broadminded to co-operate with all the hroad-minded and progressive farmers to their mutual benefit and advantage.

MEMPHIS WEIGHING BUREAU.

The Merchants' Exchange of Memphis, Tenn., has organized a grain weighing bureau to be under the direction of E. R. Gardiner, chief weigher. The plan of the bureau provides that all elevators and warehouses in the city, both public and private, may send deputy weighers to the Exchange to be known as exchange deputies. These deputies will perform their duties under the direction of Mr. Gardiner, and their actions will receive the official sanction of the Exchange. Private elevators and warehouses are not compelled to send deputies, but upon public elevators and warehouses the rule is compulsory.

The fee for weighing was fixed at 35 cents per attempts to punish them. But i car, this fee to be paid to the chief weigher. The Pope & Eckhardt Co., May 13.

railroads will provide every facility for the new bureau, and Memphis now enjoys privileges in this respect far superior to anything previously known at that terminal.

On May 18 an official weight certificate was adopted, which carries a diagram of a box car on the back, so that the weigher will be enabled to indicate by mark any leakage or damage to a car and when that leak occurred.

FRANK J. HENNESSEY.

It cannot be too forcibly impressed upon young men entering upon life's work that preparedness is as essential to success as honesty and industry. To known one's business thoroughly is the lot of but few, and these few are the "captains of industry," almost invariably.

The subject of this sketch is not yet wearing a captain's epaulets, but he is in direct line of promotion, with a good start for one of his years. Born at Moberly, Mo., on June 7, 1879, he removed



FRANK J. HENNESSEY, ST. LOUIS, MO.

to St. Louis in 1886, and was educated in the comcon schools of that city aud in the Christian Brothers' College. On Icaving school, he obtained a position as a grain inspector's helper in the Missouri State Grain Inspection Department in 1897, and by 1899 had so far mastered the technical difficulties of his profession that the chief inspector advanced him to the position of inspector, being the youngest man ou the force and the ouly one to pass upon whom the appeal committee was not called—an unusual record, indeed.

Mr. Hennessey continued with the inspection department until January 1 last, when he became associated with Langenberg Brothers Commission Company of St. Louis, for whom he travels in the West and Southwest. He but recently concluded a successful trip, covering three months, in Nebraska, and at this writing is looking over conditions in Oklahoma, to be followed by a tour of the wheat belt of Kansas.

When anyone huys a lot of futures and tries to advance the market the press. country and metropolitan, jumps on the effort with flashy editorials on the crime of corners, and the courts let the sellers escape; as was witnessed in the July oats deal here in 1902 and in the December wheat deal at St. Louis. But notice, the press everywhere is silent when a lot of curbstone agriculturists that never own a bushel of grain sell millions of it for future delivery in a daring and determined effort to destroy the value of grain owned by other men. There are other anarchists than those who unfold the red flag—those who collect all they can and refuse to pay when someone attempts to punish them. But it is "the fashion."—Pope & Eckhardt Co., May 13.

JOHN W. KAUFFMAN DEAD.

John W. Kauffman, one of the great men of the grain trade of St. Louis, whose name is a familiar one in all the grain markets of the world, died at his palatial home on May 25 of heart disease. He had returned home from business, and after spending some time in the rear of his house playing with his dogs, he entered the family room, apparently in excellent health and spirits, where he was later found by his wife, lying in an unnatural position on a couch, breathing heavily. He died soon after.

Mr. Kauffman was born at Dayton, Ohio, on January 5, 1844, but went with his parents to Iowa City, Iowa, in 1853. A student at Mount Pleasant, lowa, at the outbreak of the Civil War, he enlisted in the 2d Ia. V. I., and served until 1863, when he was discharged, a sergeant, as an invalid. On returning to private life, he became a clerk for E. O. Stanard & Co., mill owners of St. Louis, with whom he remained as employe and partner for about twenty years. He then became a mill owner on his own account, from which business, however, he had retired several years ago. Mr. Kauffman is survived by his widow, née Nellie Bronson of Waterbury, Conn., whom he married in 1870; a son and two daughters, all unmarried; Mrs. E. O. Stanard, his sister, of St. Louis; a brother, Jacob Kauffman, of St. Louis; and several sisters, residents of Iowa. He was prominent as an active member of the M. E. Church; was a member of the St. Louis County and Commercial Clubs, and of the Merchants' Exchange of St. Louis, of which he was president in 1886.

Mr. Kauffman was one of the best-known millers in the country and one of the most noted of contemporary plungers in the grain markets of the West. Nearly always a bear, he was against the market at all the great exchanges, being as familiar as a trader in Minneapolis and Chicago, and even New York, as in St. Louis. Recently, however, owing to declining health, he had greatly restricted his operations in grain.

OKLAHOMA GRAIN DEALERS.

The annual meeting of the Oklahoma and Indian Territory Grain Dealers' Association was held at Oklahoma City on May 17, and was attended by fully 60 per cent of the membership.

The Association has had a successful year, although its expenses (\$3,616.80) were \$4.30 in excess of cash receipts, there being \$136.50 still due from members.

The sessions were devoted to a discussion of the problem of free storage of grain for farmers, which is unfortunately prevalent; to the work of the new Central Grain Dealers' Association of Kansas, a new body organized with the object of securing a readjustment of grain rates in Kansas and Oklahoma; and to the relations of grain dealers and millers, which are slowly but surely becoming more harmonious, thanks to the work of this Association.

The annual election resulted as follows: President—E. D. Humphrey, El Reno.

Vice-president-Buran House, Oklahoma.

Secretary-treasurer—C. F. Prouty, Kingfisher. Governing Board—C. W. Goltry of Enid; Geo. A. Masters of Perry, E. M. Flickenger of Kingfisher, J. T. Bradford of El Reno, W. M. Grant of

Oklahoma City and W. A. Humphrey of Guthrie.

The trade rules of the Grain Dealers' National
Association were adopted for the guidance of the
members of this Association, except that no con-

tracts may be made by telephone.

A memorial to the late Col. C. T. Prouty was adopted.

In the evening a banquet was given at the Treadgill Hotel, in which the Millers' Association of the territories, then in session, also joined.

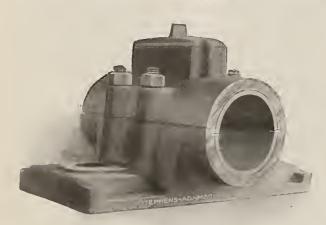
A movement has been started to pool the entire wheat crop grown in the Umatilla Valley, Washington, this season and offer it as one lot on a certain day to the highest bidder.

MODERN BEARINGS.

The constantly increasing demands on all classes of machinery required in elevator work have compelled manufacturers and engineers to increase the strength and design of practically every mechanical appliance that is used in a grain elevator.

In our terminal elevators, a few years ago, a capacity of 10,000 or 12,000 bushels per hour for belt conveyors and of 4,000 or 5,000 bushels per hour for elevator legs was considered the maximum. To-day, however, it is not unusual to see elevator legs with a capacity of 6,000 or 7,000 bushels per hour, and belt conveyors of 18,000 or 20,000 bushels per hour.

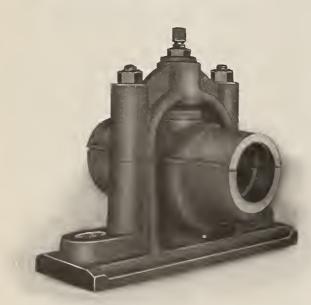
The required capacities of clippers and cleaners has more than doubled within the past ten years. In the modern country elevators the demands have likewise increased. Where a few years ago a horsepower, with an elevator-leg capacity of 500 or 600 bushels per hour, was adequate, to-day



SELF-OILING RIGID PILLOW BLOCK.

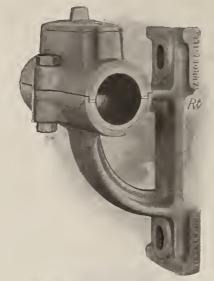


RING-OILING RIGID PILLOW BLOCK.

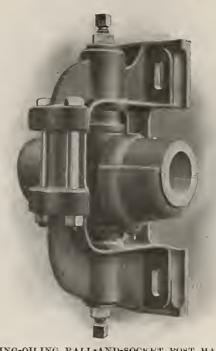


RING-OILING BALL-AND-SOCKET PILLOW BLOCK

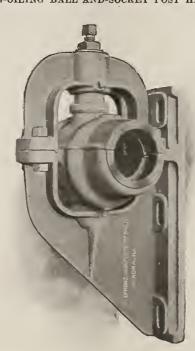
in this class of work has led the Stephens-Adamson Manufacturing Company of Aurora, Ill., to design a modern line of pillow blocks, post hangers and drop hangers, of both rigid and ball-and-socket



SELF-OILING RIGID POST HANGER.



RING-OILING BALL-AND-SOCKET POST HANGER.



RING-OILING BALL-AND-SOCKET BRACKET BOX.

who are interested in the subject of economical power transmission.

GRAIN THIEVES CAUGHT.

By the arrest of five boys, none over sixteen years of age, and some under twelve, the Peoria police have unearthed a "fence" in the person of a small grocer who has been in the habit of buying the stolen grain from the boys. The boys when arrested admitted having systematically robbed grain cars, selling the plunder to the grocer at half its value.

In addition to this party of petty thieves the police at Peoria, working with special agents of the C. & N.-W. Ry. Co. and those of the P. & P. U. Ry. Co., have made other captures. They also found a woman living near the yards who had no less than 800 bushels of grain in her possession, which she claimed to have obtained by sweeping



DOUBLE-BRACE RING-OILING DROP HANGER.



SINGLE-BRACE RING-OILING DROP HANGER.

A PART OF THE "S-A" LINE MANUFACTURED BY STEPHENS-ADAMSON MFG. CO., AURORA, ILL.

a modern gasoline or steam engine is used with elevator legs carrying 2,000 to 4,000 bushels per hour.

All these increased demands on the working machinery in a grain elevator naturally require heavier and more substantial bearings, shafting and couplings, and, in fact, everything connected with the power transmitting equipment of the house. The economy, efficiency and capacity of any grain-handling plant is naturally dependent to a certain degree upon the kind of bearings used. This demand for a high-grade line of bearings

patterns, to meet all of the requirements of the heaviest work in modern elevators. This entire line of bearings is made with heavy frames and all necessary adjustment features. The ring-oiling bearings are provided with large oil chambers, and will run for weeks without refilling. A high grade of anti-friction metal is used for babbitting all bearings.

The company has recently issued a large catalogue which gives full dimensions of this superior line of bearings, and invites correspondence from mechanical engineers, superintendents or owners

the empty grain cars. The railroads and elevator men will put a stop to this practice by a formal order forbidding sweeping.

At Duluth a similar gang of boy thieves was recently broken up by the police, who claimed to have obtained the grain found in their possession by sweeping it out of empties. They were fined and sent to the county jail.

At Kansas City a single car of wheat was tapped to the extent of 150 bushels by seven boys, who, when arrested, were trying to find buyers of their plunder. The boys were not punished.

TEXAS GRAIN DEALERS' ASSO-CIATION.

The Texas Grain Dealers' Association held its sixth annual convention at Fort Worth on May 20 and 21. In six years the Association has grown from a bunch of about fifteen dealers to a strong, healthy organization of about 140 members.

The meeting was opened by an address of welcome by John F. Lchane, mayor pro tem., and the response was by J. Z. Keel of Gainesville, first vice-president.

The annual address of President G. J. Gibbs of Clifton was extempore, or, at least, an unwritten review of the year's work of the Association. One of its most valuable features, he contended, was its system of arbitration, which had been the model upon which subsequent association arbitration systems had been modeled, including the appeal system of the National Association.

Dallas having invited the Association to make that city its permanent headquarters, Mr. Gibbs advised the Association not to appoint any permanent headquarters, believing it better policy to move the meetings from town to town to suit the occasion. As a thought in point, he said that if a bumper grain crop was made in Texas, no doubt a good many of the members would prefer to go down to Galvestou and find out just how big a grain crop is handled, and he maintained that there was a great deal of information which would be valuable to the members, which could be had at Galveston. He stated that he would retire shortly as president and a member of the organization, his intention being to withdraw from the grain business to follow other pursuits, and he felt that his advice along this line would be from an unselfish standpoint and for the interest of the organization, which was dear to him.

The report of Secretary H. B. Dorsey of Weatherford was read as follows:

We had, at the beginning of the fiscal year, May 19, 1903, 144 members, reinstated 3, new members 25, total 172; resigned 26, deceased 1, suspended 1, expelled 2, total 30, leaving a net membership this date of 142. When the conditions for last year are considered, it being an exceedingly dull season because of the fact that last year's crop in nearly every section of the state proved to be just about equal to the demand, with few exceptions, it followed that there was very little business for the grain dealers. There was no surplus to ship out and no demand for shipping stuff in, and when these conditions are considered I regard this as a good showing for the year. I am pleased to advise that of the twenty-five resigning, without an exception, it was on account of their retiring from the grain business.

FINANCIAL STATEMENT.

Receipts.	
Cash on hand at close of last fiscal year\$	527.66
Received membership fees this year	250.00
	1,760,75
Received from dep. fees in arbitration cases	297.10
Received from advertising	30.00
Received from members' contributions for	90.00
World's Fair fund	200,00
- Tolid 5 Tull Tulld	200.00
Total\$	3 065 51
Disbursements.	0,000.01
Expense of arbitration committee\$	105.25
Refund dep. fees in arbitration cases	162.10
Postage	218.00
Printing and stationery	49.95
	200.00
World's Fair fund	200.00
Extra allowance made to secretary at Hous-	
ton meeting by executive committee for	7 ~ 0 00
prior year	150.00
Allowance made to President Gibbs by ex-	25.00
ecutive committee at Houston meeting	25.00
Allowance made to Judge George A. Mc-	
Call at Houston meeting by executive	
committee	50.00
Long distance 'phone and telegraph bill	68.00
Expense of delegates to National Associa-	
tion	57.30
Dues to National Association	140.00
Express charges	4.85
Exchange	2.00
Secretary's salary May 1, 1903, to May 1,	
1904	1,200.00
Traveling expenses officers and executive	
committee and other incidental expenses.	203.61
Total	\$2,636.06

Balance on hand\$ 429,45

I have endeavored to keep the membership advised through circulars as to matters affecting the members and the Association, hence it leaves very little for me to say in this report, though I am pleased to state that the best information I have, not only from this state but from outside points, is that the grain trade has confidence in our Association and its members, and we should use our best efforts to maintain this good standing. The arbitration feature of our Association is highly regarded by the grain trade generally and is being liberally used by a great many of our members and outsiders

At our last meeting we amended our Constitution and By-laws, permitting appeal to the executive committee by members of our Association where one arbitrator dissented and to the National Association by non-members. I believe it would be to the interest of the Association to amend our Constitution and By-laws further by permitting an unconditional appeal from the arbitration committee to the executive committee, or to the Grain Dealers' National committee. I believe this would be to the interest of the Association and would be the means of getting some parties to arbitrate who now refuse.

I desire to impress upon the members the importance of co-operation. I believe that it is the duty of each member when he learns anything regarding a party with whom he had dealings, which shows that that party is unworthy of the confidence of honest people, he should advise the secretary so that the secretary can advise the members, and in this way we can assist in protecting each other against unworthy parties; and when the secretary asks for information regarding crops or any other information, the members, for their own benefit, ought to respond promptly. It has always been my desire to serve the members in the best possible manner, but you understand the greater the co-operation among the members the greater the benefit to our organiza-

The resignation of G. J. Gibbs as an active member was received with regret, and on motion of G. C. Mountcastle of Fort Worth, Mr. Gibbs was made an honorary member of the Association for life, without dues.

The following committee on resolutions was appointed: E. R. Kolp of Fort Worth, C. F. Witherspoon of Denton, and J. G. Jones of Wichita Falls. Adjourned.

AFTERNOON SESSION.

The afternoon session of May 20 opened with the second annual report of the arbitration committee, read by W. O. Brackett:

During the twelve months just passed there have been filed with your arbitration committee 74 claims aggregating \$9,234.87. Of the above number 60 have been disposed of and 14 are still pending. Of the claims disposed of 31, amounting to \$5,702.82, have been settled by arbitration direct and 14. amounting to \$853.45, have been settled by compromise between the parties. As the compromises were brought about entirely through the efforts of the arbitration committee, it may be stated that the committee has secured a satisfactory settlement of a total of 41 claims, amounting in all to \$6,556.27. Iu 15 cases, involving \$1,475.83, the parties against whom claims were filed refused to arbitrate, although every effort has been used in all cases to secure satisfactory settlement.

The committee would call attention to the fact that while the total number of claims filed during the last year was over \$1,000 greater than that of the year before, the amount of claims settled is over \$3,000 greater, while the amount of the claims involved in refusals to arbitrate is over \$2,500 less than such amount last year. The above figures would indicate that a greater number of differences have been submitted to the committee, while a larger proportion have been amicably settled through its efforts than heretofore.

The committee would again call attention to the fact that the majority of misunderstandings brought before them arise from careless and imperfect confirmation of trades, and we cannot too strongly urge the importance of strict attention to these details with a view to the avoidance of disputes. In view of the imperfect facilities at many shipping points and the absence of official weights and inspection, receivers cannot be too careful in the inspection of shipments on arrival, so that they may know absolutely what they are getting aud whether terms of contract have been complied with while the grain is still on the track. The committee has had to decide several cases where disputes arose on account of consignees unloading cars without inspection and then undertaking to secure protection long after the shipment had lost its identity. The understanding and observance of proper trade rules on the part of shippers would remove many of the causes for disagreement and

the adoption of some such code cannot be too strongly recommended.

Referring to the number of claims compromised through the efforts of the committee, the question strongly suggests itself whether it would not be better policy and conducive to more harmony if greater liberality were practiced by litigants in the direction of compromise before the cases are placed in the hands of the committee.

Eugene Early of Waco opened a discussion of the cash system in the grain business with a brief paper entitled, "Reasons why Drafts should be Paid on Presentation." He called attention to the fact that in all grain markets grain is cash-no one would think of trying to do business on any other terms-payment of draft on arrival and inspection of the grain. But Texas shippers, he said, have long submitted to terms made by the buyer. He admitted there were many merited rejections of grain, because the grain business in the state has been conducted in rather a slipshod and unbusinesslike manner, but on the other hand there were a great many unmcrited rejections. On a declining market it is an easy matter for the buyer to say that the goods are not up to representation or the sample, but it is remarkable that in the twenty-five years' experience he had had in the grain business, he had never had a rejection on an advancing market, but had a great many on a declining market. In the old days, when there were few dealers, there was little trouble, but now the state is full of wildcat dealers, who are often assisted in their crooked business by the banks. When a draft is presented and not paid, the bank holds it until the car arrives at some outside station; then if the party there accepts it and pays for it, the party who ordered the grain from the original dealer in the grain section pays the original draft; but should the last buyer conclude that the market has gone down or has had some lower price from another party by the time the car arrives, he simply states that the goods are not satisfactory; and the dealer to whom the grain was first sold is immediately advised that the grain shipped to some little station had been refused there and that disposition had better be made. Mr. Early charged that some banks in the state had their special friends whom they allow as buyers to detach drafts drawn and attach them to original bills of lading, send to some other bank for collection, and when paid remit to the original shipper. He said that it took him sometimes from twenty to thirty days to get money on drafts, although they may have been paid on arrival of car. Mr. Early advised shippers to cease dealing with men who did not pay drafts on presentation as the only way to get rid of the nuisance complained of.

H. Waldo of Collinsville called attention to the fact that Texas dealers do not ship hot corn, and therefore expect their drafts to be paid on presentation and not to await the frequent long delays in transit, or the uncertain action of some customer, say in Mississippi. But someone says, 'It is owing to whose ox is gored." This season I'm shipping in and not shipping out. I'm consigning no oats to the Southeastern states, I'm dealing largely in Northern corn; consequently I indorse the practice of paying on arrival, or, at least. I demand the privilege of smelling around a car before paying the draft. To this let it be said that in this season of great risks, buy from the North only upon grade certificates, deal only with reliable and responsible firms-with men who you know will make good your loss or refund your money, if grain arrives out of condition. Abide by the golden rule, "Do unto other grainmen as you would have them do unto you; pay your grain drafts on presentation, and preserve your credit."

In a paper on "Official Weights and Grades," W. L. Keel of Gainesville in a short paper called attention to the difficulties in the way of securing these things. First, and chiefly, considerable grain is shipped in sacks; second, there are six chief gateways through which grain passes; third, grain sent to the Southeast should be inspected at Memphis, Vicksburg or New Orleans. However, the old method of selling by sample must pass away, because it is almost impossible to have grain

equal to sample on delivery, no matter how fair the sample when the grain is started.

E. A. Turner of Van Alstyne offered the following plan for surmounting the difficulty:

Elect or appoint a supervisor, he to appoint under oath as many deputy weighers and inspectors as each town or city may require in the state of Texas for this duty.

My idea is that any member of the Texas Grain Dealers' Association may have a deputy weigher and inspector appointed by the supervisor, whose certificates are to be official on all sales or purchases in this state unless otherwise stated or agreed upon. And in case of a difference of opinion or a dispute arising on the deputy's certificates of weights and grades and objection by the consignee, both parties can submit samples and evidence to the supervisor, whose decision may effect a compromise, otherwise their recourse may be through the arbitration committee, the same rules and methods to govern as do with respect to all other claims of this Association.

Any member who may employ a deputy weigher and inspector will be required to pay all expenses for the services of such deputy. In case the services of any deputy at any time should become unsatisfactory to the supervisor through general complaints of members, after a thorough investigation of his official records the supervisor should request the resignation of such deputy, if found incompetent or unworthy to hold the position he has.

These deputy weighers and inspectors should be competent and thoroughly familiar with the different grades of grain, that their inspection may give general satisfaction to all concerned, whether members or non-members of this Association, and most of all, they should be careful to give correct weights, and thereby make a system to be appreciated.

By appointing or electing our secretary supervisor of weights and grades, he would have a better opportunity to keep all of the members of the Association posted as to the general satisfaction given by the different deputy weighers and inspectors. In case of any complaints of weights or grades, it would be well for each one to promptly notify the supervisor that he may be in position to immediately call the attention of such deputy to the complaints, and in this way a great many annoyances to the grain trade in general with respect to weights and grades in this state might be eliminated.

- J. A. Hughes of Howe complained of Kansas City weights and grains, but hoped to see established a system by which Texas grain may be sold anywhere on Texas certificates of weight and grade.
- G. C. Mountcastle of Fort Worth said there was a need for more terminal elevators and more competent inspectors.

W. W. Andrews of Fort Worth favored inspection in transit. He wanted a grade committee on Texas out samples. He thought there should be inspectors stationed at leading railway cities like Gainesville, Sherman, Texarkana, Fort Worth, Dallas, Houston and San Antonio.

On motion of W. O. Brackett of Sherman a committee of three was appointed to devise a plan for securing better weights and inspection, said committee to report at a called meeting of the Association two months hence. President Gibbs appointed as members of said committee Messrs. Brackett of Sherman, Andrews of Fort Worth and J. T. Stark of Plano.

George A. Stibbens of Chicago, secretary of the Grain Dealers' National Association, was invited to address the Association. 'Most of his speech was devoted to a discussion of public weights and inspections. He said that the pressure brought about by grain dealers' associations had improved the conditions within the past few years in the grain centers, and that the public supervision of weights had brought about a great change for the better. He thought that the public weights and inspection department should be free from politics and should be handled as much as possible by the boards of trade and other commercial organizations of the country. He was emphatic in his statement that the service was very inferior where politics entered into the service. He said that where politics cut figures in appointments the inspectors were rigid in "in" shipments and very rigid in "out" shipments. He advised that if a state inspection department was inaugurated to free it as much as possible from politics. He said that grain dealers and shippers would not object |

to a fee of from 25 to 50 cents per car if they could receive accurate and reliable weights.

Mr. Kelso of this city read a paper on "The Relation of the Texas Grain Dealers to the Texas Millers," which was ordered copied and put into the hands of the Texas Millers' Association.

P. T. Andrews of Waxahachie and W. H. Wingo of Willis Point read papers on the question, "In what has this Association failed to improve undesirable conditions affecting our grain trade, which existed prior to our organization or arisen since, and what are the remedies?"

EVENING ENTERTAINMENT.

At 6:10 p. m. the dealers took trolley cars to Handley and Lake Erie Park, where a Texas barbecue, or al fresco dinner, was served to about 300 persons. The menu was excellent, and the colored artist who presided over the barbecue pit was voted a culinary genius. Meats and fowls of various kinds were served with the usual accompaniments and discussed with apparent relish. Capt. B. B. Paddock was toastmaster and several brief responses were made to requests for speeches. The guests were invited after dinner to the pavilion, where an orchestra and the dancing floor were placed at their disposal. Several couples danced a few sets, but the majority enjoyed the promenade or sat around the cool pavilion smoking good cigars and "talking grain." The return trip was made at 9 o'clock.

SATURDAY MORNING-SECOND DAY.

The dealers were out early, and by 7:30 were aboard trolley cars for a visit to the packing houses at the stock yards. At 10 o'clock they were in town again and ready for business, Levi B. Belew of Pilot Point opening with a paper continuing the discussion on the Association's work begun the day before by the papers of Messrs. Andrews and Wingo. After referring to some of the accomplishments of the Association, he said:

If I should confine my theme to one subject alone it would be "Eligibility to Membership." too careless. This is the keynote, and on it depends the ultimate weal or woe of this organiza-We have greatly overlooked this feature. We have been too zealous in securing names to add to our roll of members, without a careful investigation. We should not desire anyone for a member of our Association who does not at home bear the reputation of a man of honor and integ-We have adopted the policy that if a man is in the grain business, even though we know he is unreliable and disagreeable to deal with, yet we can better control him as a member. By a little research we find this rule will not work. Look at the list of suspensions and you can better understand the result. The executive committee in a measure is at fault in this; but not entirely so, for in the beginning of this organization, in order that it be not too burdensome on the members, we were very desirous of a greater number on our roll.

Another matter which is discouraging to us is that we are not careful as to whom we deal with. If we would cease to buy from the cheapest man, and confine our transactions more or exclusively to members of our Association, its influence would work wonders in many ways. The complaint of dull business, of a general unsatisfactory state of affairs with the grain dealers, is common on every There is a cause for this general depression, and I regard a combination of evil practices the cause. The disposition to do business for nothing in order to take a deal away from your competitor, the utter disregard for the rights and privileges of other dealers in buying and selling, marks the beginning of complaints of unsatisfactory conditions of business. We cannot in any way improve our conditions quicker and with less labor than a little effort on our part to attain a better understanding with our neighbors.

The item of payment of drafts alone can be improved upon to such an extent that it will lift quite a burden from every member. My custom has been to deliver all grain drafts with bill of lading attached to our banks for collection, which means "pay on arrival;" consequently we receive no deposit until the car has arrived, and we pay interest to the bank until this item is reported paid. My remedy is that we adopt a policy and try to establish the custom to make all drafts payable on presentation, and then the bank will take same as a cash item.

Another evil which appears just here is the custom of some of our members having arrangement with their banks whereby they are allowed a bill of lading, to be taken up without payment of draft, and attach their draft to bill of lading and forward

to their customer, and in the event their customer rejects the car (generally on account of a decline in the market), then this gentleman wires us like this: "Car oats shipped by you to Orange rejected; held subject to your order; advise disposition." You are all familiar with the outcome and expense of the telegraphic correspondence which ensues. This is all wrong, and should be stopped.

We all know that it is a very easy matter to object, to point out defects in policies, as well as in men, but to present the remedy is not always at hand. What our own experience and observation has been, so will our ideas be as to the defects in our organization and suggestions of remedies.

Another matter which has greatly militated against our Association is the many misunderstandings over deals and contracts, which has heretofore placed much unnecessary work upon the arbitration committee. This can be remedied by our establishing a code of grain trade rules, and we will find that the result will do away with much trouble of this character.

Speaking to the same subject of membership in the Association, J. T. Edwards of Dallas said in part:

It should be the province of this Association to encourage and promote production of cereals in this state until the Lone Star State will not only lead all others in the production of cotton and of cattle, but will also be known throughout the wide world as a great grain-producing country. This result can be hastened by the work of this Association, and the success of its efforts will depend largely on the individual qualifications of its members. They should be wise, but not willful; shrewd, but not sharpers; progressive and wideawake, but withal honest and reliable—men whose words are as binding as their bonds.

The grain business is somewhat peculiar. Excepting possibly cotton, there is no other commodity in the commercial world subject to such rapid and wide fluctuations in value, making the dealer's profit a regular "Jack-in-the-box;" and to secure his profit while he sees it, the successful trader must avail himself of the most advanced method of rapid communication, and hence a very large number of our contracts are first made by telephone; and large deals, involving immense financial obligations, are often assumed without an iota of evidence between the contracting parties except their verbal agreement over the 'phone. True, it is the custom to confirm these contracts by letter, but the market fluctuations are so much more rapid than the mails that the buyer cannot afford to wait for the post to bring him his confirmation before proceeding to sell what he has bought. On the other hand, the seller may not have in stock all that he has sold, and runs great risk of loss by waiting for written confirmation to reach him before purchasing the goods to cover his contracts. Thus it is that our business is necessarily based largely on the confidence we have in those with whom we deal, and I am glad to say that since this Association was organized very few who have been admitted to membership have shown themselves unworthy of this confidence, and they havebeen promptly dropped from our rolls.

It was not my good fortune to be present at the organization of this Association, though I joined shortly afterward, but it is my impression that it was the intention at the beginning to limit membership to the regular and reputable grain shippers of Texas and Indian Territory. At that time the regular shipper was worried no little by a pestiferous set of fellows [known as scoop shovelers]. As a gentle hint to those fellows that they were not in on this deal and were not wanted in these councils, the organizers of this Association put a clause in the constitution limiting membership to those "continuously engaged in buying and selling grain." That condition does not exist to any considerable extent now, the scoop-shoveler having been put out of business, mainly through the efforts and workings of this Association, and the business has settled down into the hands of regular and reliable business men, though a great many of them are not "continuously engaged in buying and selling grain." The result is that this clause has been more or less ignored in recent years and some of our best members now belong to this class which could not be admitted under a strict construction of the constitution.

I would therefore suggest that the word "continuously" be stricken out. If we were in an exclusive grain-producing section, like some of our friends farther north, it might be well to have a "rock-ribbed and iron-bound" constitution, limiting membership to those who are continuously in the business and have their money invested in elevators and other appliances for handling it, but conditions are different in Texas. Our state raises a diversity of crops and most of the people who handle grain are also engaged, at least part of the time, in some other business; very few being continuously in the grain trade all the year around and having any considerable amount of money invested in the necessary equipments for handling that ex-

elusive business. The larger our membership, if composed of the right kind of people, the more power and prestige it gives us and the greater the influences we can wield in our efforts to bring about any reform or improvement that may be for the welfare of the business.

Our present membership is composed mostly of shippers, and there are others of the same elass who ought to be enrolled with us; but why not try to also enlist more of the people to whom we sell? They share largely in the benefits of our work and why should they not contribute a little of their time and means and intelligence to the eause?

The opportunity is here for the grain men of Texas to make their business one of the leading industries of the great Southwest. Our own state, to say nothing of Indian and Oklahoma territories. which lie at our door, has an immense and fertile area adapted to grain growing, eapable of producing more than most any other state in the Union. and after supplying the domestic requirements of our people, we have the great deep-water port of Galveston right at hand, ready to furnish us the best facilities modern ingenuity ean provide for exporting our surplus to the hungry nations of the

This Association should be the leading spirit in fostering and developing this immense business.

Upon the same topic C. F. Witherspoon of Denton said in part:

Loyalty to the Association and a thorough understanding of the constitution and by-laws, the rules and regulations governing same, which the applicant signs and promises to eonform to, are, in my opinion, the essential qualifications.

I think nearly all the dissensions that we have had since our organization are traceable to this imperfect knowledge or understanding. Applicants for membership should be required to familiarize themselves with the eonstitution and by-laws, and there should be a clause stating that they indorse, will assist to enforce and agree to abide by them. There are but few men who, having signed such an application, will not live up to it. By this means you acquire unity of action, purpose and sentiment, that are so essential to success.

Though a member seeking admission may seem a little foxy you cannot deny him admission, nor do I think it a good idea to do so, but admit him when he has posted himself as to the constitution and bylaws and by his association and dealings with our membership you soon make a Christian of him, and upon being put to the test you will find that he contains all those essential qualifications for membership which ean be covered by the one word

J. V. Neuhaus of Houston and E. E. Blocker of Honey Grove also prepared papers on the same topic, which were read.

On the question, "What could be done to increase and also prevent the decrease of the demand for the Texas red rustproof oats?" Edward G. Beall of Van Alstyne said in part:

I believe that this Association and its members should use more effort by insisting that our farmers improve their seed by selecting Texas red oats from black oats and all other mixtures. For we all must admit that our Texas oats have very much deteriorated in the past three years; for which many of us are largely responsible, as Kansas and California oats were shipped into Texas and sold for seed in the year 1900, and our Texas red oats are badly mixed to-day on account of it.

In quoting our Texas red rustproof seed oats to the Southeast we have not maintained the high standard of quality due our Texas red oats as compared with seed oats from other sections, as we should have done, neither have we maintained that high standing of reputation due us as members of the Texas Grain Dealers' Association, for many us have been guilty of shipping Indian Territory, Oklahoma and Kansas oats as Texas oats, either by rebilling from Texas points or by taking Texas bills of lading from Memphis or New Orleans. All this is a grave detriment to Texas seed oats, for it creates the impression in the minds of people in the Southeast that seed oats are as good from one territory as another, when in fact we have to-day. Yet by the above practices a party might buy a car of Texas seed oats, as he thought, and a car of Kansas seed oats, and yet practically all be from the same territory; all of which tends to destroy the feeling in the Southeast that has long existed that Texas red rustproof seed oats were far better than those from other states.

believe this association should take steps to advertise our Texas red oats at the St. Louis World's Fair, both by sample and literature, as by this advertising I believe we can largely increase the demand from the southeastern territory

Lastly, I would strongly insist that there is nothing that will create so strong and stable demand for our Texas oats as to buy them at a price on a parity with northern oats, for we must realize that the production of our Texas oats has exceeded the seeding demand and that we must look to the feed

and export trade for a large proportion of our sales of Texas oats. When this is done, there is no reason why we should not be to-day enjoying a good export trade to Cuba and other countries, as we do with wheat and corn, in which we must meet the price of northern oats.

A paper on the same topic was read by W. O. Brackett of Sherman, who took the position that the conditions surrounding the finding of a market for Texas oats appears to have ehanged in recent years; and he was of the opinion that unless some adequate remedy for existing difficulties can be found, one of the most valuable branches of the grain business threatens to dwindle to extinction and serious harm will be done to the agricultural interests of the state. He said that Texas is in danger of losing its position as a source of supply for the oats demand of the Southeast, and of finding herself debarred from her chief outlet, without which her surplus, if any, could not be disposed of to profitable advantage. Business in the Southeast must be based on what the West is doing or pass from the Texas grain dealer forever. The "perennial bullishness" of the Texas dealer must be sternly suppressed and laid aside, with other foibles of pre-association times, and he must wake up to facts and get down to business. Unless drastie reforms are speedily adopted in several respects, the Texas grain dealer cannot hope to stand for long, even on equal terms with competitors in other territory. He thought that too many dealers have for present gain introduced substitutes for red oats into the country, which, when planted, have brought forth mongrel grades of oats that are no more true Texas oats in the old sense than if they eame from California or from Illinois direct. He maintained that Indian Territory and Texas oats had been shipped to southeastern markets as genuine Texas oats by carefully devised methods of billing, designed to avert suspicion, and the miserable results from the planting of such stuff stand now eharged against the genuine Texas oats and must surely be atoned for.

E. G. Beall of Van Alstyne also read a paper on the same topic and to much the same effect.

E. R. Kolp of Fort Worth and Jules Jockusch of Galveston submitted a set of trade rules for the eonsideration of the Association. They were not read, but were referred to a committee to consider them and report to a special meeting of the Association, to be held two months hence. The committee to whom the rules were referred consists of Mr. Jockusch of Galveston, W. W. Andrews of Fort Worth and J. T. Stark of Plano.

Frank Kell of Wichita Falls started a discussion of the boll weevil pest of Texas, which he thought was of so much importance as to demand the creation of a commission to take charge of the matter. On his motion a committee of three was appointed to memorialize the next Legislature along this line. J. P. Harrison of Sherman and Eugene Early of Waco were appointed as said committee.

Mr. Kell also referred to the movement on foot to strengthen the authority and power of the Interstate Commerce Commission. He felt that one of the greatest benefits that could aeerue to the Association would be in seeuring more authority for the Interstate Commerce Commission. Hc was in favor of extending that body's authority until it was similar to that of the Texas commission. though not to the extent that the Texas commission goes. He did not believe that it would be possible for the Interstate Commerce Commission to fix rates all over the United States, but he believed that the Interstate Commission should have authority to say when rates were excessive, and be given the power to amend the rates and force the railway eompanies to let the commission inspect their books, which latter contention was meeting, he said, with the favorable views of the courts of the country. Efforts to seeure legislation along the line he suggested had been made, but had always been defeated. He said that if the Commission was given the authority to say when a rate was too high that it would go a long way toward regulating rates, as is done in Texas. He believed that Texas was enjoying the lowest rates for the mileage traversed of any state in the country. He believed | ing 1903 corn about May 1.

that the Texas commission was not only a benefit to the shipper and the producer, but to the railways in the state generally. Some of the trunk lines may not have enjoyed the greatest satisfaction from the commission, he said, but generally speaking the railways were benefited by the state commission. He admitted that he was a convert to the state commission idea, having fought its adoption with all of his ability originally, but he was thoroughly in sympathy with its purposes now, and realized that it was doing a great work for the producers and shippers of the state. He thought that it was right that a small shipper eould move grain at the same rate and under the same conditions as the largest. He ealled attention to the fact as a result of combination of railway interests that interstate rates had advanced and he regretted that the United States government had not kept pace with the times in so far as the regulation of railway rates was concerned. The efficacy of the Texas commission law was recognized everywhere, he said, and he remarked that the Kansas Legislature would have before its next session an amendment to the law there patterned after the Texas law on the subject.

An appropriation of \$25 was made for the purpose of aiding in the work of bringing about legislation to strengthen the Interstate Commerce Commission.

The annual election of officers resulted in the choice of the following:

J. Z. Keel of Gainesville, president.

Eugene Early of Waeo, first viee-president.

Levi G. Belew of Pilot Point, second vice-presi-

H. B. Dorsey of Weatherford, secretary-treasurer. C. F. Gribble of Sherman, J. C. Whaley of Gainesville and C. P. Shearn of Houston, members of executive committee.

The final adjournment at 1:30 followed. The executive eommittee met after adjournment and reelected the present arbitration committee, eonsisting of Messrs. Brackett and Sleeper of Waxahachie and W. W. Andrews of Fort Worth.

A special meeting of the Association will be held in July to hear reports from two committees. The time and place for the next regular annual meeting will be decided by the executive committee.

VISIT TO MINERAL WELLS.

After final adjournment a special car took about fifty of the members on an exeursion to Mineral Wells over the Weatherford, Mineral Wells & Northwestern Railway. They were extended a cordial welcome, and tendered a reception at the Sangcura Sprudel Wells Pavilion, under the auspices of the Commercial Club. Dancing, bowling and other amusements were indulged in until a late hour of the evening.

TESTING OATS IN IOWA.

Advices from Ames, Iowa, say that the Farm Crops Department of the Iowa Agricultural College is making a test on the eollege farm of twentynine of the leading varieties of oats.

In addition to this test, Prof. W. H. Olin of this department has arranged with A. E. Cook of the Brookmont Farm, Odebolt, Iowa, for a co-operative test on a large scale of three of the varieties of oats best adapted to Iowa conditions. Six hundred acres have been seeded to oats in the Brookmont Farm for this experiment. One variety has been selected as the best oats for feeding horses and as a heavy yielder. A seeond variety has been selected to meet the demands for a ehoice milling oats, and samples of the erop will be submitted to the great oat combination to be tested for milling. A third variety was selected for good feeding qualities and high yields, it having shown a yield of 102 bushels per acre on large fields.

Prof. Olin will make a eareful study of the habits of growth of these varieties, their yield and adaptation to Iowa soils, and will report through press bulletins.

Some farmers near Onida, S. D., finished gather-

T. B. MARSHALL.

The site occupied by the elevator shown in the accompanying engraving has carried an elevator since 1861. The house built in that year was, however, burned in 1901—a house as primitive in design and appearance as the building shown in the left foreground of the present picture. When, however, that structure disappeared in smoke, T. B. Marshall erected on its ruins the house shown on the right of the picture.

This elevator is 36x42 feet on the ground and



T. B. MARSHALL, SIDNEY, O.

73 feet high, has nine cribs with 1,600 bushels' capacity cach, with a crib attached that will hold 6,000 bushels of corn. The building is iron-clad. The equipment is a 50-horsepower boiler, 35-horsepower engine, 400-bushel corn sheller, 200-bushel hopper scale, and an Ideal Car Loader, in fact, a first-class small elevator.

Mr. Marshall, who is an old soldier and has been assistant adjutant-general of the G. A. R. Department of Ohio, recently formed a partnership with J. E. Wells & Co. of Sidney, O., who will hereafter operate this elevator as well as others at Sidney and Quincy, O. The Kirkwood elevator will be in charge of "Chris" E. Harmony, as Mr. Marshall has removed to Sidney to assist in the general management from the head office. His partners are: J. E. Wells, E. T. Custenborder and W. H. Persinger.

THE FORT WILLIAM FIRE.

The fire at Fort William, Ont., on May 12, which destroyed Elevator B of the Canadian Pacific Railway system, did not cause as great money loss as might have been expected, the house containing only about 200,000 bushels of grain, while the structure itself was an old one, although of 1,500,000 bushels' capacity. Nor did the fire cripple the system nor interfere with loading, there being grain in other houses to fill loading orders, while, by installing electrical power, Elevator E, which, it was thought, would be put out of commission by the burning of "B," was started on May 16.

Elevator B had a good reputation as a working house, holding the record for Fort William elevators by loading out from 35,000 to 40,000 bushels per hour. The elevator was put up in 1888 and was a model house for that day. It was of wood, all in one building, with its machinery at the top, as is still usual.

It has been announced authoritatively that the house will be rebuilt; but, in doing so, the original plan of the elevator will, of course, be abandoned, the design of the new structure being for a fire-proof working house, with, say, 500,000 bushels'

storage capacity, and a series of steel, tile or cement storage tanks connected with the working house by the usual conveyor system for filling and emptying. It will be ready for use next fall.

MINNESOTA FARMERS' EX-CHANGE.

The Minnesota Farmers' Exchange at a recent meeting at St. Paul made another attempt to absorb the various farmers' elevator companies operating in that state. C. E. Jackson, who has been conspicuous in this kind of effort for several years, including, if we remember rightly, the abortive movement which a few years ago extorted from the state legislature a lease of a state elevator site at Duluth for the erection of a monster public elevator for the sole use of the farmers' elevators—a terminal house that was, of course, never built—is head promotor of the Exchange. His plan is to sell the stock of the Exchange to the farmers' companies, and when \$25,000 has been raised in this way the Exchange will begin a grain-handling business at Minneapolis. Ten per cent commission will be allowed for sales of this particular kind of lithographs. At the St. Paul meeting, quite vigorously advertised in advance, only about half a dozen representatives of the cooperative elevator companies were present—they are, perhaps, not so many "kinds of a fool" as they might appear to be. The Exchange itself is capitalized at \$500,000, and the inland elevator companies are expected to take blocks of stock of \$500 to \$5,000 each.

INSPECTION IN CANADA.

Canada has government inspection of grain, a system the Corn Exchange Association of Montreal has petitioned the government to abolish east of Fort William in order to let the inspection be controlled and regulated by the seaboard boards of trade, as in the United States east of Illinois.

It is hardly likely the government will consent to such abrogation of a function—even democratic governments never voluntarily restore to the people a power or function they have seized or obtained by consent. Moreover, on May 16, Sir Richard Cartwright introduced in the Ottawa parlia-

fact, are fixed at rather long and irregular intervals.

Another feature is that east of Fort William the Board of Grain Survey is subordinated to the chief inspector of eastern Canada. Any dispute between buyer and seller may be appealed from the inspector to the Board, and then on to the chief inspector, who might be biased in favor of his subordinate. In the West, on the other hand, the Grain Survey Board is the final authority. Grain men at Montreal cannot understand why it should not be the same there.

The trade at Montreal further object to the clause preventing the reinspection of Ontario wheat at Montreal, claiming that such grain must generally be sold on Montreal certificate.

The rule against mixing grain in public elevators is also objected to, it being held that mixing is necessary to the interests of both buyer and seller, and that if it is not done in public elevators, private ones will be built for the purpose.

It is also recommended by the Corn Exchange that No. 2 white oats should weigh 33 pounds to the bushel, instead of 34, as provided in the bill, and No. 3, 31 pounds instead of 30; also that a new grade, No. 4 white, be added for grain not as clean as No. 3, and weighing at least 28 pounds to the bushel. No provision for such a grade is made by the bill.

Montreal has presented these objections and suggestions to the Ottawa government, whose object in the bill referred to is undoubtedly to unify the law and to create ideal conditions so that the export grain will always prove at the outturn abroad equal in all respects to the inspection certificate without the taint, so odious to certain doctrinaires, of mixing in transit.

MAY WHEAT.

Theo. H. Waterman, the miller of Albany, N. Y., who bought for May delivery all the contract wheat in Chicago, was not a new figure in the market by any means. He has been there before, and made money, as his father did before him. His wealth is estimated as at least of the seven-figure order. He does not pose as a plunger, but is a miller—a consumer of wheat, the supply of which he now finds none too large for the demand that will be



ELEVATOR OPERATED BY J. E. WELLS & CO., AT KIRKWOOD, OHIO.

ment a bill to consolidate the amendments hitherto made to the inspection act, and with some modifications reenact the law.

One feature of the bill—which is very lengthy, and includes definitions of all the legal grades of wheat, corn, oats, rye, barley, peas and buckwheat—is that it hands over the responsibility of selecting standards for the inspection of Canadian grain to inspectors appointed by the government. Herctofore this work has been done by the Grain Standards Board. The Board will continue to exist, but its duties will be restricted to the preparation of commercial grades which, as a matter of

made for old wheat before, the growing crop is ready to mill.

Just how long of May wheat he was does not appear; but the amount is estimated at 500,000 to 1,000,000 bushels. Deliveries to him on May 31 were 360,000 bushels. He took no advantage of the shorts, but settled with all at a fair price, so that the squeeze—or deal—closed as one opens a cold bottle with his thumb on the nozzle.

The Minnesota Grain Inspection Department has 215 men on its payroll, drawing \$17,576.93 in salaries monthly.

ANNUAL MEETING OF IOWA GRAIN DEALERS' ASSO-CIATION.

Grain dealers of lowa met in annual convention at Dcs Moines, on May 17 and 18; elected officers and transacted such business as ordinarily comes before the annual meeting.

President J. A. King of Nevada called the mecting to order in Commercial Exchange Hall at 2 p. m. He said he was pleased to see such a good number of dealers present and extended a hearty welcome to both members and non-members. He hoped the program would please everyone. He then read his annual report as follows:

Another year has passed and we are assembled in our fourth annual meeting. In taking a retrospective view of the Iowa Grain Dealers' Association do we discover achievements accomplished during the four years of our existence as an Association of sufficient benefit and importance to constitute a satisfactory result of the efforts and money expended? The answer must be undoubtedly and positively in the affirmative. It seems safe to say that all of the members agree with me in that conclusion, for the reason that our membership has continued to increase during the past year and there is not one dollar of delinquent dues or assessments against any member of the Association. While the amount necessary to be paid by each member is not large, it would not be promptly and cheerfully paid unless it could be seen that the money so paid is a good investment.

In the beginning of our Association work a considerable number of the members appeared to believe that unless some objectionable condition existed in their immediate locality which was greatly detrimental to them individually, and that such condition was removed by the influence of the Association, they were receiving no real benefit from the organization, and consequently serious doubts about the advisability of contributing time and money to its support. However, as the work has progressed and it is made manifest to all that the considerable improvement in many conditions affecting the grain trade in a general way is of larger benefit to each dealer, the conclusion is reached that there were more important matters affecting the grain trade to the detriment of those engaged in it than were local troubles. Besides, it is becoming more evident as time passes that the removal of the larger difficulties and the correction of the more important bad methods and conditions have a marked influence on eradicating the lesser and more local difficulties.

At the time the Association was organized we had in mind such matters as affected each of us personally. The horizon of our vision was limited, as applied to the grain trade; but as we progress in the work we have a wider range of view. The first thought was more especially of local matters. Now we have taken into consideratiou matters of a wider scope. As our work has been broadened our influence for good has increased, and the benefits to our membership have become greater.

At the time of our organization there was adopted as defining the objects of this Association the following article:

"The object of the Association shall be the protection of its members from unfair treatment, the establishment of uniform lawful rules to be observed by the members, and the promotion of friendly relations between the legitimate dealers

of the state.' The objects therein named are sufficient for the basis of a large and beneficial work; but it now seems wise to go beyond that definition to broaden the scope of our efforts in the hope that they may result in benefit to ourselves and to others. The endeavor to promote friendly relations between the dealers has succeeded beyond the cxpectations of the most sanguine. The friendships renewed and the acquaintances made by the dealers with others have been exceedingly pleasant and quite profitable. Much of the bickering, and I might say animosity, of former days has been climinated from the trade, making the conduct of the business far more pleasant and more enjoy-The purpose to proteet our members from unfair treatment has resulted in many instances in much good locally, and through the efforts of this organization, and partly in connection with other associations, there has been caused the discontinuance of many and a decided improvement other objectionable methods at terminal

Numerous rules and regulations have heen adopted by the trade so that the business is being transacted on a more nearly uniform basis than ever before. So that the objects of the Association as declared at the time of the organization are quite largely realized. But in order that we may continue to enjoy the fruits of our labor here-

tofore done it is necessary that the vigilance be not abated.

At the same time, the effect of the Association work already done has placed many matters in which the trade is concerned in such shape that some attention may be given to other things. By the influence of this and other associations the grain trade has been raised to a higher plane; objectionable conditions and methods that were accepted as a matter of course in recent years would now cause great surprise if countenanced or practiced by a member of an association. While it is true that conditions pertaining to the grain trade are not yet perfect (that would be too much to expect), they are greatly improved; and it is a matter for congratulation that association work has accomplished so much in this direction.

In addition to the attainment in such large degree of the declared objects of our Association, efforts have been put forth in other directions for the benefit of the trade and in some instances for the benefit of those not engaged in buying and selling grain.

We have during the past year taken an active interest in our endeavor to improve the quality and increase the yield per acrc of the grain to be raised in Iowa. We became greatly interested in this project because upon investigation we found that on a large part of the acreage planted to corn in this state the yield is much less than it should be, less than it will be if reasonable care is used in the planting, cultivation and the selection of seed; also that the quality is not nearly as good as it may be if more attention is given to the kind of corn used for seed. We found that the yield and quality of corn grown in this state as compared with other surplus corn producing states is not in favor of Iowa. We further learned that the yield of other grains in Iowa is less than it ought to be and less than it will be if greater care is exercised in the selection and preparation of the seed and cultivation of the land.

Iowa has soil, climate and conditions equal to any state for the production of grain, and if the farmers can be sufficiently interested to induce them to make an earnest endeavor to increase the yield and improve the quality of the grain raised, they will be greatly benefited financially, and all the people of the state will receive some benefit from the additional value of our agricultural products.

There can be no question about great good resulting from the agitation of this matter and a systematic dissemination of information regarding the best methods of increasing the products of the farm, because it must be admitted that there is room for a considerable per cent of increase in yield and improvement in the quality. We have caused to be distributed for use this season a large amount of improved seed corn in small lots, nearly a thousand farmers having been supplied with it at the expense of the members of this Association. The railroads are becoming very much interested in this matter and are taking an active part in promoting the good work. The agitation of this question and the efforts already put forth will bear good fruit, if the general interest manifested may be taken as an indication. But the movement has only begun. It is of sufficient importance to be worthy of all the energy and force we can give it. Grain dealers are in closer touch with the farmers than any other class of business men, and for that reason are better situated to render valuable assistance in carrying forward this important work. I urge upon every member of this Association to make the best effort possible to impress upon the farmers in his locality the importance and reasonableness of an endeavor to increase the yield and improve the quality of the grain. If through the instrumentality of our Association we can give aid to the endeavor to increase the value of the agricultural products of lowa, and thus help to increase the prosperity of the people, the organization of this Association will not have been in vain, should that be the only accomplishment.

At our last annual meeting, a considerable part of the time was taken up with a lecture on corn, which was then unanimously decided as being very instructive and entertaining. At this meeting further information will be given us on that subject by Prof. Holden, and we will also have the pleasure of listening to an able discourse on the subject of "Small Grain Culture" by Prof. Olin. These gentlemen are not paper farmers. They are in the full sense practical, having acquired information on these subjects by personal application and experience. The people of the state are indeed fortunate in having such able and reliable instructors on these important subjects. . .

The program has been so arranged with the hope that a better understanding of the subjects may result in increasing the welfare of the whole people. Our interests are closely allied with those of the farmer. The success of the farmers of the state affects in a considerable degree the interests of all the people of Iowa, from which it is plain that whatever we as an Association may he ahle

to accomplish in enhancing the agricultural interests will be a public benefit.

terests will be a public benefit.

The policy of this Association has been from the beginning, and is now, to conduct its affairs in such a liberal and unselfish manner that no part of the people shall have cause to view our work with suspicion, or to fear that we have designs on others. Much has been done by this organization to benefit our patrons, and we stand ready to insist upon all reforms that may be for the best interest of the grain dealers of Iowa and those with whom they have dealings. We stand for reasonable profits only, and will use the influence of the Association against any member who unfairly treats his customers.

Our meetings are open to the public. It is our hope that we may so conduct our affairs as to be worthy of the confidence of the people and enjoy the satisfaction of having profited others while benefiting ourselves.

Henry Wallace, editor of Wallace's Farmer, Des Moines, made an address on "Selling Grain on Its Merits," a synopsis of which appears elsewhere.

M. McFarlin of Des Moines spoke briefly on the same line, agreeing with Mr. Wallace that the grain dealer should make a difference in price hetween the different qualities of grain.

H. A. Foss, chief weighmaster of the Chicago Board of Trade, read a paper on "Scale Testing." It appears on another page of this issue.

As a supplement to Mr. Foss' paper J. A. Schmitz, scale inspector of the Chicago Weighing Department, gave a practical illustration, showing how to properly test scales. In making his demonstration Mr. Schmitz made use of the miniature car and track scale shown in the illustration. This car and scale were made entirely by Mr. Schmitz.

At the close of his paper Mr. Foss offered the following resolution, which was adopted as read:

Whereas, There are a great many scales used by grain shippers, which have not been tested for many years; and

Whereas, Experience has shown that in very few communities arc there sufficient and reliable test weights accessible to the users of scales in those communities; and

Whereas, A large number of properly sealed test weights is absolutely essential to a proper test of any large scale, the amount of test weights needed heing proportioned to the size of the scale tested; and

Whereas, The cost of such test weights is, as a rule, beyond what could be expected of individuals; therefore be it

RESOLVED, That the secretary of this Association be and he is hereby instructed to investigate the present situation with a view to locating test weights, sufficient in amount and constantly accurate in weight, at points now without them, thereby making them accessible to country shippers of grain.

Mr. Schmitz answered a number of questions relative to the ability of a dealer to test and repair his own scales. He thought it would depend altogether upon the man. The opinion seemed general, however, that a practical man should be called when the scales are out of order to make the needed repairs.

Mr. McFarlin was of the opinion that the Association should engage a practical scale man to go through the state and test scales.

F. E. Church, representing Fairbanks, Morse & Co. of Chicago, was called to the platform. Mr. Church said that Fairbanks, Morse & Co. always had a large number of test weights in stock, which members of the Association could use at any time. A very important subject, he said, had not been touched upon, and that was the foundation for the scale. Care should be taken to make this of sufficient strength if the best results are to be obtained from the scale. The scale should also be kept free from dust and dirt at all times, or it will weigh inaccurately.

W. L. Lincoln, representing the Borden & Selleck Co., Chicago, made a short talk in which he said this company had intended to send a practical man from the factory to speak about the construction of scales, but at the last moment he had been unable to come.

W. G. McDougal of Des Moines made a motion, which was carried, that the secretary be instructed to forward copies of Mr. Foss' address to the various scale manufacturers, dealers and elevator huilders of the West.

President King appointed the following committees:

On Resolutions—Lec Lockwood, M. Rothschild, D. K. Unsicker.

On Nominations—L. W. Gifford, I. L. Patton, J. N. Gilchrist, B. B. Anderson.

Mr. Foss thanked the Association for the invitation to attend the meeting and for the very courteous treatment which had been shown the Chicago Weighing Department.

EVENING SESSION.

At the session of Tuesday evening, W. H. Olin, of the State Agricultural College, made an address on "Some Facts on Small Grain Culture," and Prof. P. H. Holden, head of the agronomy department of the same institution, gave an address on "Corn Culture." Prof. Holden's lecture was illustrated by stereopticon views.

WEDNESDAY MORNING.

President King called the Wednesday morning session to order at 10 a.m., and introduced J. R. Sage, director of the Weather Bureau at Dcs Moines, who made an address on "Crop and Weather Reports." Mr. Sage said that he would like to have the cooperation of the grain dealers of Iowa in securing better service. The grain man would make an ideal crop reporter. He invited grain dealers to correspond with him, and said he would send his monthly report to all who desired it. He requested dealers to make the fullest use possible of the crop bulletin and service. The department would also establish a rainfall station in those places where it was desired.

Secretary Geo. A. Wells read his annual report

The failure of the grain crops of Iowa last year naturally resulted in small volumes of business for the grain dealers, and it is impossible for a grain dealer to earn profit without having a certain volume of business. I often think that our farmer friends and the public fail to consider what it costs the grain dealers of Iowa to keep an open market at all times of the year at every railroad station. There are certain months of the year when the volume of business will not earn sufficient profit to pay running expenses, even when good crops are produced; but the farmers and the merchants of Iowa would consider the grain dealer almost a tyrant who would close up his elevator during the dull season or unprofitable year, when he might often do it with profit to himself, and the past year has been just such a year. The merchants, bankers, and, in fact, the public, demand an open market and expect the grain dealers to provide it; and I am sure that the grain business of Iowa during the past year has not been profitable to the dealers.

Membership.—Considering the small volume of business that has been done, it is remarkable that our membership has not decreased. This being the fourth anniversary of the Association, it might be interesting to note the growth of our membership, as reported each year, as follows: April 1, 1901, 701 elevators; April 1, 1902, 793 elevators; April 1, 1903, 888 elevators; April 1, 1904, 896 elevators. At one time during the last year, however, our membership considerably exceeded 900 elevators, but there have been several properties sold recently where the purchasers have not yet assumed membership. There have also been about twenty clevators closed and withdrawn, because of no business, and four members were suspended for nonpayment of dues. Our present membership of 896 elevators is in good standing, with all dues absolutely paid and in full, and not one cent delinquent on the books.

Finances.—As shown by the treasurer's report, we have a cash balance on hand of \$2,126.86, besides property consisting of office fixtures, \$342, making the total assets to be \$2,468.86. We have made only eleven monthly assessments of seventy cents per elevator during the past year, the assessment for March, 1904, having been passed. The manner in which our members pay dues certainly indicates a high standard of character and moral responsibility, this being the third annual report in which I have had the pleasure of stating that all dues were paid in full, with absolutely no delinquents. It is certainly a record to be proud of.

Local Meetings.—During the past year I have held over fifty local meetings in the state, and I am sure that the general good results of these local meetings cannot be overestimated. Four years ago it was amusing to find so many grain dealers located at adjoining stations, a few miles apart, who had never become acquainted, and in some cases were bitter enemies, even though unacquainted with each other, as a result of an unrea-

sonable strife in competition, in which the farmers had taken advantage by misrepresentation, the result being in some localities that competition was not legitimate, but ruinous. To-day there is not a locality in Iowa but where the grain dealers are well acquainted with each other, and I believe that this work alone is well worth all that it costs the members for dues. Local meetings, however, accomplish more than that because they give the dealers an opportunity to discuss the bad methods and abuses of the trade, both at local points and at terminals, and it results in an education for the dealers. No man engaged in any general line of business to-day can assume to know it all himself, but the most successful business men are those who carefully study the experience of others and profit thereby. A general discussion of individual business experiences must, therefore, result in elevating the standard of methods, correct abuses and prevent waste along the channels of trade, all of which is a benefit to the public as well as to those engaged in the business.

Local Conditions.—The grain business may be characterized almost as semi-public, and the public usually insists that the grain dealers pay high prices, regardless of profits. The local country mercbants often seem to think it good business policy to arouse agitation among farmers as against the grain dealers and force them to do business without profit. Their actions along that line are certainly not very consistent, for if you will closely examine their village ordinances you will likely find that peddlers of merchandise are required to pay a license, and I have known of instances where merchants were required to give bonds for permanent establishment of business when engaging in business in a general way, provided they could secure a store-room before the merchants had secured control of every room that was vacant, and such ordinances are prompted by the local merchants in most if not every instance.

To overburden stations with grain elevators means to increase the expense account of handling a given amount of grain, and, therefore, necessitates additional profits to pay the increased ex-To increase the number of grain elevators at a station does not increase the volume of business, and grain dealers must naturally feel the more serious necessity of having larger profits if more elevators are operated than are consistent with the volume of business. Therefore, the old idea of the more elevators the more competition, and therefore higher prices, does not hold good but, in fact, ultimately results in lower prices, and I can prove this statement by actual conditions that exist to-day. In other words, I insist that the interest of the farmers and the public may be best served by having only the necessary elevator facilities to handle the grain marketed at each station, and thus limit the expense account at each station. An expense account cannot be avoided in the operation of a grain elevator, no matter whether it is conducted by a line elevator company, an individual dealer or the farmers' co-operative association; and this fixed and unavoidable expense account, if computed on good business principles, stands something like this, namely: Elevator property is worthless except there is grain to be handled, and the life of the property will average about ten or twelve years. So it is good business policy to start the expense account with the item of maintenance, of

Not long ago the representative of a farmers' cooperative clevator company called on me and desired to apply for membership in this association. He said that they could not successfully maintain their business on the plan of penalties and assessments, as provided in their by-laws, and that they desired to eliminate those features and do business on business principles by maintaining their business by earning a margin of profit. We discussed the question of what was a reasonable profit and he thought two cents a bushel above expenses about right. Subsequently I attended a meeting of about 20 of the farmers who are members of that organization. I told them that I believed the grain dealers of Iowa would be willing to contract to handle the grain for the farmers of this state on

it was being done at a less average profit than that.

Now, the point that I am coming to is this, that there is, in fact, no necessity for any differences between the grain dealers and the farmers of Iowa on the question of profits. I am sure that the intelligent farmers of Iowa will consider favorably and concede all that the grain dealers desire, and that it is up to the individual grain dealers of Iowa to get closer to the farmers; take more interest in matters of mutual concern, such as crops, yields and quality; and that it should be the policy of the Iowa Grain Dealers' Association to conduct its work in the manner that will command the respect and approval of the farmers and the public, and, if need be, act as an arbitrator between the farmer and the grain dealer.

Terminal Conditions.—Your secretary, being chairman of the advisory committee of the Grain Dealers' National Association, has done considerable work during the past year with reference to terminal conditions, and inasmuch as I shall make a detailed report at the annual meeting of the Grain Dealers' National Association at Milwaukee in June, I will not take up that subject at this time.

Improvement of Seed Corn.—During the past year this Association has used every influence at its command to assist Prof. P. G. Holden, of the Agronomy Department of the Iowa State Agricultural College, in the work of improving the seed corn and encouraging farmers to become seed corn The active interest shown by this Association along these lines has resulted in interesting the railroads in the seed corn proposition; and, as you are probably aware, special trains were gratuitously provided to give Prof. Holden an opportunity to give short lectures to the farmers, as follows, namely: Chicago, Rock Island & Pacific Railway, a three days' trip, giving lectures at nearly fifty stations, having an average attendance of about a hundred farmers at each station; Des Moines, Iowa Falls & Northern Railway, a trip stopping at all stations on its line, with an average attendance of about seventy-five farmers at each station; Chicago, Burlington & Quincy Railway, a four-days' trip, with lectures, having an average attendance of about two hundred farmers at each station. This Association did an important work in conducting these meetings and securing an attendance of farmers, and I believe still more can be done along this line.

In accordance with a resolution passed at our last annual meeting, the influence of this Association was used to secure additional appropriations by the legislature for the Iowa State Agricultural College and Experiment Station, and the appropriations for the Experiment Station were increased \$15,000, although we had hoped to secure a much larger increase.

Seed Corn Distribution.—There are nearly a thousand farmers in Iowa who have planted about one-half acre each of high grade Reid's Yellow Dcnt Corn that has been distributed to them frec of cost by different members of this Association, and will be grown and harvested under Prof. Holden's instructions. It is also my plan to keep in touch with these farmers by circular letters and see that the corn thus raised be kept identical for seed and certain detailed reports sent to Prof. Holden that will be useful to him. I am positive that the Iowa Grain Dcalers' Association may exercise a still greater influence for good in this work.

Arbitration.—There has been very little work for the arbitration committee to do during the last year, which shows that differences between buyers and sellers do not occur as frequently as in the past. The most important result of arbitration is that it educates dealers to make better contracts and thus avoid differences. We do not hesitate to ask bidders and receivers to report any complaints against our members, and in reply to a circular letter written to them last month, asking for complaints, we have not received a single complaint.

I must confess that I feel a growing personal pride in the character and welfare of this Association, and in the work that has been done, and that to occupy the position of secretary of such an organization is indeed an honor, and I desire to express my hearty appreciation of the co-operation and good will of the officers and members.

The treasurer's report showed a balance on hand April 1, 1903, of \$2,427; dues, \$6,828.40; cash disbursed, \$4,494.08; balance on hand April 1, 1904, \$2,126.86.

S. J. Clausen read the report of the auditing committee, which was approved as read.

The report of the committee on resolutions was read by Lcc Lockwood and adopted as follows:

PURCHASE OF GRAIN ACCORDING TO GRADE,

zation. I told them that I believed the grain dealers of Iowa would be willing to contract to handle the grain for the farmers of this state on a basis of profit less than that, and that, in fact,

careful and scientific methods and work in raising and harvesting the grain crops; and

Whereas, The commercial grades of grain do not always permit of the sharp distinctions that should be observed in the favor of the best grades to which the producer is entitled; therefore, be it Resolved, That the president of this Associa-

Resolved, That the president of this Association, when in his judgment it seems necessary, be authorized to appoint a committee of three on grades, whose duty shall be the establishment of such special grades from time to time as may seem best suited to the varying qualities of crops and market conditions and the encouragement of the purchase of grain strictly in accordance with the quality thereof by the members of this Association.

PERIODICAL TESTING OF SCALES.

Whereas, The discussion of the question of scales and scale testing has developed the fact that it has not been the practice of all grain dealers to have their scales tested at regular intervals, and that they do not have the necessary appliances to make a correct and accurate test, and the expense of a test by an expert if borne individually is excessive; therefore, be it

Resolved, That the president and secretary of this Association be requested to secure the services of a scale expert who is entirely independent of any scale company, and arrange for the periodical testing of the scales of the members of this Association, and of other scales at their stations in a manner which, in their judgment, will be for the best interests of all. The tests to be made at the request of and the expense borne by the owner of the scales.

SEED CORN SPECIAL TRAINS.

Whereas, The seed corn special trains run this spring by the Chicago, Rock Islaud & Pacific Railway, the Des Moines, Iowa Falls & Northern Railway Company, and the C., B. & Q. Ry., to permit Prof. Holden to address the farmers personally on the subject of corn breeding, have demonstrated by the very large attendance at the lectures a profound and general interest in the subject, far beyond the expectations of the most optimistic promoters of the plan; and

Whereas, The history of corn breeding shows conclusively that the application of the science as now taught will result in a marked increase in the quantity and quality of corn grown on the farms

of Iowa; and Whereas, The success of the business of the farmer, railroad company and grain dealer depends to a large degree on the result of the corn crop; therefore, be it

Resolved, That the Iowa Grain Dealers' Association do hereby express their profound appreciation of the work already done by the railroad officials, who made it possible to run these seed corn special trains, and to Prof. Holden and each memher of the party who co-operated in making them so eminently successful; that we recommend and urge the officers of this Association to do all possible to secure the further co-operation of every railroad company in the state, to the end that this good work may be continued and extended to all parts of the state.

COUNTY FARM EXPERIMENT STATIONS.

Whereas, Through the ageucy of our Iowa Agricultural College at Ames much has been accomplished toward improving the quality and increasing the quantity of the cereal crops of the state, and believing that greater good may be accomplished if the farming community he brought in closer touch with those iu charge of the work, and to the end that the development of seeds best adapted to the local soil and climatic conditions of each county may he secured, and that all of the latest information obtainable may be promptly and efficiently disseminated to the farmers of each county; and Whereas, The establishment of such sub-experi-

Whereas, The establishment of such sub-experiment stations by the counties of Sioux, Story, Marshall, Adams and Pocahontas has demonstrated the practicability and success of the plan; therefore, he it

Resolved, By the Iowa Grain Dealers' Associations, that steps be taken by the officers of this Association which will result in the establishment at the county farm in each of the remaining counties in the state of a suh-experimental station, such station to he in close communication with and under the general supervision of the department of the Iowa State Agricultural College having charge of such work.

INTERSTATE COMMERCE LAW.

Resolved, That the Iowa Grain Dealers' Association hereby urge upon Congress the passage of House Bill No. 6273, Senate Bill No. 2439, having for their object the enlargement of the powers of the Interstate Commerce Commission, so that they may prevent unjust discrimination; that the officers of this Association use their best efforts, in such manner as seems to them most expedient, to assist in the passage of said bills.

GOOD ROADS

Whereas, Good roads are of prime importance to the farmer and grain dealer; therefore, be it Resolved, By the members of the Iowa Grain John Twomey, Madrid; J. H. C. Stuhr, Minden;

Dealers' Association, that we co-operate with any and all movements having for their object the improvement, whenever practical, of the highways of our state.

THANKS

Whereas, All members and their farmer friends present have derived much benefit and pleasure from the addresses delivered by Messrs. Foss, Schuyler and Schmitz of the weighing department of Chicago Board of Trade, Mr. Wallace of Wallace's Farmer, Profs. Holden and Olin of Ames College, and Mr. J. R. Sage of the Iowa Weather and Crop Service Bureau; therefore, be it

Resolved, That the thanks of this Association be hereby tendered to each of these gentlemen for their very able and lucid exposition of the subjects presented by them.

Resolved, That the sincere thanks of the members of this Association be hereby tendered President King and Secretary Wells and to the governing board for their very able administration of the affairs of this body for the past year, especially for their efforts in broadening the scope of Association work. We further recommend that this work be continued along the same lines.

The report of the committee on nominations was read by Mr. Gifford, and adopted as follows:

Jay A. Kiug, Nevada, president.

M. E. De Wolf, Laurens, vice-president.

Governing Board—E. J. Edmonds, Marcus; E. L. Bowen, Des Moines; D. Milligan, Jefferson; Phil Dietz, Wolcott; S. J. Clausen, Clear Lake.

Mr. King said that while he should have been glad to have been succeeded in office by some other member, yet he thanked the Association for the compliment expressed in his reelection and would continue to serve the Association as well as he was able to do.

A. Gerstenberg of Chicago made a brief talk, calling attention to the meeting of the Grain Dealers' National Association at Milwaukee in June, after which the convention adjourned.

SIDE LIGHTS.

R. W. Van Tassell of Van Tassell Grain Company, came up from Peoria.

C. A. McCotter, secretary, and L. R. Doud, with Grain Dealers' National Mutual Fire Insurance Co., were in attendance.

Fred Faulkner, with Chicago Grain & Elevator Co., posted the markets on a hlackboard in the convention hall for the convenience of the dealers.

Emil C. Butz, with Rosenbaum Brothers, Chicago, had some useful hints for grain men in a pamphlet entitled "Harvest Hints On Barley and How to Help the Bank Account."

The scale men: F. E. Church, J. W. Higbee, L. M. Gibbs, C. H. Olmstead, representing Fairbanks, Morsc & Co., Chicago; W. L. Lincoln, representing Borden & Selleck Co., Chicago.

From Minneapolis there were: F. W. Newman, J. E. Duvigneaud, F. E. Granger, B. B. Anderson and J. J. Quinn, secretary of the South Minnesota and South Dakota Grain Dealers' Association.

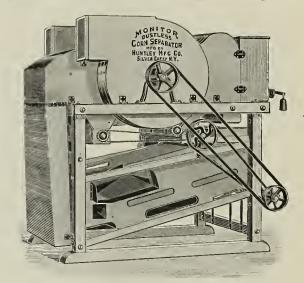
From the Chicago market: A. Gerstenberg, of Gerstenberg & Co.; O. C. White, representing H. Hemmelgarn & Co.; Emil C. Butz, with Rosenbaum Brothers; H. A. Foss, chief weighmaster; A. E. Schuyler, assistant weighmaster, and J. A. Schmitz, scale inspector of the Board of Trade weighing department; W. M. Christy, with Fyie, Manson & Co.; E. A. Pope, with Lasier & Hooper; J. J. Stream and Charles Counselman, with Chicago Grain & Elevator Co.; C. S. Sheffield, with Albert Dickinson Co.; C. D. Dillon, of Neola Elevator Co.

The grain dealers in attendance included: Jay A. King, Nevada; J. S. Crooks, Boone; J. A. Gray, Onawa; Philip Dietz, Wolcott; A. C. Betersmeier, Odebolt; W. H. Slipp, Marshalltown; M. McDonald, Bayard; J. N. Gilchrist, McGregor; A. D. Hayes, New London; A. Fohlenkamp, Hartley; Joe Murray, Bancroft; Charles Barnholdt, Avoca; Peter Eide, Garden City; M. Mason, Camhridge; J. A. Tiedeman, Fonda; M. E. De Wolf, Laurens: E. W. Miller, Guthrie Center; H. B. Williams, Madrid; W. F. Finch, Garden City; O. O. Helgen, Ruthven; W. F. Stephenson, Bondurant; S. J. Clausen, Clear Lake; Peter Hatlerscheid, Corwin; John Twomey, Madrid; J. H. C. Stuhr, Minden;

C. L. Jarvis, Keswick; E. G. Simpson, Iowa Falls; L. R. Brown, Dawson; Seth Way, Knoxville; John Tjaden, Wellsburg; D. J. Eberhart, Newton; T. C. Harvey, Grand Junction; H. L. McCombs, Desoto; B. C. Hemphill, Dexter; C. R. Brenton, Dallas City; W. B. Hanna, Burt; M. Peterson, Pomeroy; R. B. Carson, Moulton; D. K. Unsicker, Wright; O. H. Keith, Wayland.

MONITOR DUSTLESS CORN SEPA-RATOR.

In the race for success in the grain-handling business, clean and uniform products become more and more desirable. The machinery, therefore, that will most economically produce the best results in the cleaning department is always interesting. In this connection a very interesting machine is the Monitor Dustless Corn Separator,



MONITOR DUSTLESS CORN SEPARATOR.

which is specially designed to clean corn to insure its grading and commanding the highest prices at the sample tables.

This machine has a specially designed series of Monitor Air Separations and a unique system of screen separations which place it in an individual class. Great capacity, economy of operation, high cleaning properties and durability are the features of this machine for which its manufacturers, the Huntley Manufacturing Company of Silver Creek, N. Y., make strong claims. The manufacturers issue a special folder describing this machine that should be in the hands of every careful corn shipper.

NAVIGATION OPEN.

Navigation on the Great Lakes was, in accordance with rules of the Board of Trade at Duluth, declared open on May 18, when the steamer Russia arived from Lake Erie. Boats had arrived previously from Chicago, but according to the Duluth rules the date of "official opening" is important in view of the rule that the shipper has ten days after "opening of navigation" to ship grain sold to go forward. The rule, therefore, must be explicit on the matter of opening, and is as follows:

The opening of navigation shall be construed to mean the arrival in Duluth harbor of the first vessel from the lower lakes, and that the entrance or entrances of the Duluth-Superior harbor are free from obstruction by ice. In the event of ice returning in sufficient quantity to obstruct navigation, then all contracts based upon the "opening" shall he extended for as many days as such obstruction exists. On contracts for grain sold for the opening of navigation the seller shall have ten days from such date.

This is taken to be equivalent to saying that a boat must reach Duluth harbor from Lake Erie.

Enthusiastic Visitor—"If you'll come down into the country with me I'll show you where you can just hear the corn grow!" Unemotional Cityite—"H'mph! If you'll come with me over to the Board of Trade I'll show you where you can see it grow."—Tribune.

SEVENTH ANNUAL MEETING OF THE KANSAS GRAIN DEAL-ERS' ASSOCIATION.

A very large attendance of Kansas grain dealers met at the Midland Hotel, Kansas City, Mo., June 7 and 8, in seventh annual meeting of the Kansas Grain Dealers' Association. There was a large number of ladies present also, wives of the dealers, who were en route to the St. Louis World's Fair on the exeursion which left Kansas City on the morning of June 9.

President Cortelyou ealled the first session to order at 2:30 p. m., June 7, and introduced J. E. Seaver, president of the Kansas City Board of Trade, who extended to the dcalers especially a eordial welcome to Kansas City and to the Kansas City Board of Trade. He said it seemed hardly necessary for the Board of Trade to welcome Kansas dealers, as their interests were identical, and it seemed like welcoming one's own people. He spoke of early days in Kansas, when an average car carried 24,000 pounds and Wichita was the leading grain market of the state, shipping 3,000,000 bushels of grain annually. Then he told of the improvement of the Board of Trade in connection with improvements through the state of Kansas.

W. S. Washer of Atchison responded.

Judge Whiteside of Hutchinson, Kan., was called upon by the president and responded with a short

- J. W. Radford, chief grain inspector, Kansas City, Kan., read a paper on, "The Value of a Disinterested Weighing Department to the Grain Trade." We publish it elsewhere in this issue.
- P. F. Lucas made an announcement of the program which the Kansas City Board of Trade committee had arranged for the dealers' entertainment. It included a luncheon for the ladies at 1 o'clock on Wednesday at Emery, Bird, Thayer Co.'s tea rooms and a banquet at the Coates House at 7 o'clock in the evening. Following the banquet he announced that the Railroad Club extended the dealers an invitation to visit them at their club room.
- E. D. Biglow, secretary of the Kansas City Board of Trade, read a paper on the subject, "Commercial Exchanges; Their Functions and Development."
- J. G. Goodwin, chief weighmaster, read a paper on "Kansas City Weights."

Mr. Biglow, and following him Mr. Cortelyou, said a few words in praise of the Board of Trade weighing department and the excellent service it was rendering to the trade.

Prof. P. G. Holden of Ames, Iowa, on the program for an address on "Corn Culture," was absent, but in his place Geo. A. Wells, of the lowa Grain Dealers' Association, was called upon for remarks along this line. Mr. Wells told what Iowa was doing in the matter of improving her seed corn and said the farmers generally were interested in the subject of a eareful selection of seed corn with the view of raising better and larger erops.

D. Hunter of Hamburg, Iowa, president of the Grain Dealers' Union of Southwestern lowa and Northwestern Missouri, responded to the invitation of President Cortelyon and made a short address. He complimented the good work of the Kansas Grain Dealers' Asso ciation, which he attributed to the feeling existing among the dealers and the cordial support given to the officers of the Association. Honesty with one's competitors he regarded as an essential to good conditions in the trade.

President Cortelyou appointed the following committees:

On resolutions—H. Work, Ellsworth; B. F. Ragan, Valley Falls; B. F. Blaker, Pleasanton. Auditing committee—W. S. Washer, Atchison; B. S. Dockstader, Cawker City; S. J. Thompson,

The president announced that Metropolitan Street Railway ears would be in readiness in front of the hotel in the evening to take the dealers to Electric Park.

The meeting then adjourned,

WEDNESDAY MORNING, JUNE 8.

The second session was called to order by President Cortelyou at 9:45, and before proceeding with the usual program, F. P. Lucas, representing the Kansas City Board of Trade, announced that a luncheon would be served to the ladies at the tea room at Emery, Bird & Thayer's at noon and a banquet to both ladies and gentlemen at 7 o'clock in the evening at the Coates House; also that all members were invited to eall at elub rooms of the Railroad Club after the banquet, where they would be further entertained. President Cortelyou then read his annual address, as follows:

The seventh annual meeting of the Kansas Grain Dealers' Association calls us together once more, and I take pleasure in again addressing you as its president. The year past has been an uneventful one. We missed the strenuous times of the first two or three years of our existence, and peace and prosperity are now watchwords in our midst. Many of the vexing questions that agitated the grain trade at the time of our organization have been satisfactorily settled, and the mingling of the different elements of the trade has brought about that friendly feeling that makes differences easy to settle and prevents them from eulminating in bitterness and litigation between different dealers in the trade.

The Association is none the less a necessity, and its usefulness is none the less apparent to the elose observer, than it was years ago, and the evidence of this fact is before us continually.

The grain trade to-day cannot deny that it has received full value for time and money expended in organizing and maintaining this and all other associations. The elimination of shortages at terminal markets alone has much more than reimbursed our membership for all money spent, and there are many other abuses that have been corrected, and while many of our members possibly do not appreciate the actual saving accomplished, yet I am sure no one would care to go back to the conditions existing before our organiza-Because there are no more glaring evils to correct is no reason for our abandoning association work or losing interest and withdrawing our support from our local or the National Association.

We meet in Kansas City, which is outside our home state. As to ancient Rome, so all roads in Kansas lead to Kansas City. Your official board have chosen it as a meeting place, as we always have had a larger attendance here than at any other place of meeting. Again, our meeting here eements the friendly feeling between the grain trade here and our members, and the friendships formed are certainly very pleasant, and, we are sure, mutually profitable.

The subject of weights of grain at terminal markets has been before all associations so prominently that it has resulted in radical improvements. This subject has been ably handled in our program yesterday and needs no further com-I have advocated for the last two years the improvement of facilities for weighing grain I am sorry to note that the conin the eountry. ditions are not being improved as they should be. It is hard to work up an interest in this among country dealers, but it is an important work and should not be neglected. I am hoping that at this meeting some plan or arrangement may be adopted for a systematic testing of all scales. plan is adopted, I am sure its advantages will be so marked that all dealers will appreciate its work-

Our relation to the railroads ought to be govcrncd by conservatism and justice. It has been the policy of your officers to avoid any complications with other interests who are seeking to compel the railroads to grant special rates or privileges. It would be a suicidal policy for our Association to enter into any federation or association whose sole object is to solicit or seek to compel the railroads to grant special privileges or rates to any special locality or line of business. The Interstate Commerce Commission was organized to prevent these special privileges and abolish the special rates and rebates, and its work has always been to the advantage of and is thoroughly appreciated by the country grain dealer. Rates are reasonable and much lower than when this Association was organized; and you will all agree with me that the railroads are entitled to a just compensation for their service. Some years ago a resolution was adopted in our yearly meeting, providing that all dealers should report any and all bad order ears to our secretary and the secretary was to report the same to the railroads to whom they belonged. This was of great benefit to the grain trade, as the railroads appreciated this information, and it resulted in fewer bad order cars.

I am sorry this movement has fallen into disuse and hope it will be revived.

Arbitration has become one of the most important features of association work. And its advantages are so apparent as to be recognized by all. A number of cases have been decided by our arbitration committee. The arbitration clause in our By-laws was somewhat crude and indefinite, and the official board have adopted a new set of rules to govern arbitration cases, and will ask that these

be adopted to govern future cases.

The Grain Dealers' National Association, gentlemen, in which this Association holds membership, is worthy of your favorable consideration. It deals with larger questions than can be handled by our local associations. It has proven its practical value to the grain trade of every section of We had hoped to be honored by the the country. attendance of the secretary of the National Association, Mr. Stibbens, but he has been unavoidably detained in Chieago, arranging for the meeting of the National Association.

We were very much disappointed in not having an address from Professor Holden, of the Agricultural College at Ames, Iowa, on corn culture and the improvement of seed corn. This is a very interesting subject and a profitable one to discuss. I think I make no mistake when I say that Professor Holden is the pioneer of this movement. It is one that ought to interest our members, and through them the farmers of the state of Kansas. Education along this line would result in a erop of corn for the state of Kansas increased by some millions of bushels.

The program before you for to-day contains very pertinent subjects for discussion, and we hope you will all take part in these discussions, as they make the meeting interesting and profitable. Our secretary's report will enter more into detail as to conditions governing our Association at the present time.

Gentlemen, in closing, I wish to thank you for your interest in association work as manifested by your presence here, hoping that you will feel well repaid for your attendance. I hope you all intend to go to the St. Louis Exposition, on our exeursion on Thursday, and when we return to our homes, may we all resolve to extend the membership and increase the usefulness of the Kansas Grain Dealers' Association in every way possible.

It was then announced that Mr. D. S. Hull, expresident of the Coal Dealers' National Association, was present, and Mr. Hull addressed the meeting, giving his views of the benefits of organization and what it had meant to the coal dealers, and expressed his hearty desire that members of the grain dealers' Association who are coal dealers also would interest themselves in the coal dealers' Association also.

G. W. Hanna, secretary of the Mid-state Association of Coal Dealers, was also introduced, but stated that the very large attendance at the meeting would indicate that there was little necessity for his saying anything in behalf of organization.

The regular program being continued, the first question discussed was the "Relation of the Grain Dealers of Kansas to the Millers." Very interesting papers were read by B. F. Blaker of Pleasanton, Kan., and R. B. Miller of the Clyde Mill and Elevator Co., Clyde, Kan.

H. Work of Ellsworth, whose name was placed upon the program, stated:

Much as I regret it, I have nothing prepared on this subject, but circumstances beyond my control prevented. I regret it all the more, for the reason that this subject is of vital interest to me. as I am engaged in both the milling and grain business, and from my experience with both the grain and milling fraternities I know that there is a suspicion one of the other. This, I think, is largely brought about by misunderstanding—probably more correctly speaking, lack of understanding, probably caused by the indiscriminate remarks of some of the members of both associations. I know that some of the grain men think that the millers are trying to drive them out of business; that the millers are endeavoring to eliminate the middle man; and, on the other hand, the millers often complain that they are held up for wheat they must have to grind.

I think that this matter should be discussed by both organizations and a more clear understanding reached and think that matter could in this way be smoothed out to the satisfaction of both organizations, and, if it is possible, so far as I am eoneerned. I would like very much indeed to see some action taken here to-day to bring about this understanding.

I would suggest that a committee be appointed to eonfer with the millers' organization, or some other practical method used whereby this misunderstanding, or lack of understanding, could be overcome in the near future, because I believe the grain men realize that the growth of the milling industry has advanced and that is where a large percentage of the wheat goes to, and as far as I am personally concerned, it has been a very satisfactory trade.

A general discussion of this question followed, and it was stated by the secretary that this matter was one that had given him the greatest anxiety during the past year, and he urged that some action be taken at this meeting to overcome the present conditions.

M. G. Patterson of Clay Center stated that he was located in an interior milling town, where the milling business was large, but the matter had given him, personally, very little trouble; but he believed in always giving the miller the purc wheat and not trying to doetor it, as, being indirectly eonnected with the milling business, he could see the importance of it. He also stated that he believed, to secure this pure wheat, the miller should be willing to pay a premium for it and make it worth the while of the grain man to keep the wheat pure.

W. L. Taylor of Topeka stated that they sold of their wheat to mills by sample and had no trouble.

M. S. Graham of Zurieh stated that at their station they had no trouble regarding the matter, but that the miller was always willing to pay a premium for the best wheat.

W. W. Smith of Holyrood; O. A. Cooper, Humboldt, Neb.: Amos Thorstenberg, Lindsborg; A. Aitken of St. John, and Perry N. Allin of Coffey-/ille also insisted that the miller should be willing to pay a premium for the purest wheat, but also urged the neeessity of an understanding between the miller and grain dealer.

A motion by A. Aitken of St. John was made and earried that the president should appoint a committee of five to meet with like committee of the millers' clubs to see what could be done on this question.

Proceeding further with the program, the subject, "Arbitration vs. Litigation," was discussed. Mr. Perry N. Allin, Coffeyville, read a paper on the subject. He said, in part:

To the Kansas dealer, who ships beyond this state, where the teehnicalities of the laws of other states can be made use of, we believe that arbitration, in nearly all eases, will be found far better than litigation, as the arbitration will bring the subject for settlement before a class of people who are familiar with the terms and the rules and customs of our particular line of business, while litigation may fall to the technical construction of some combination formed in some particular locality, to take advantage of the shipper.

Again, arbitration is less expensive than litigation, saying nothing of the possibility of bringing about a reasonably speedy conclusion; where litigation, especially when the parties live in separate sections and possibly separate states, can frequently be made very expensive for one of the two parties, and is frequently taken advantage of by the apparently stronger to intimidate the weaker, with frequent serious results.

Again, we can certainly see that a man's time should be of value, nor do we believe that he can afford under ordinary circumstances to cater to the dictates of a court, the best alternative being arbitration, if differences exist that cannot be otherwise settled.

Geo. A. Wells, being called upon, said:

We have had a good deal of experience with arbitration in our Association and I have followed the matter up very closely. Our members must arbitrate or be suspended, but we have found that almost all cases brought up for arbitration have been due to carelessness in making contracts. Dealers that are extremely careful in making contracts rarely have differences in the grain trade. I think arbitration is a good thing and educates the grain man that he may become more capable in making contracts and he thereby avoids misunderstandings.

W. S. Washer of Atchison and B. F. Blaker of Pleasanton also recommend the practice of arbitration as the cheapest and most satisfactory manner of settling small differences.

Mr. A. H. Bennett of Topeka, whose name was placed upon the program for paper on this subject, explained that he had prepared nothing on account of lack of time; but stated that he was personally very much in favor of arbitration and

would always insist upon arbitration and would resort to litigation as the last remedy,

LINE HOUSES AND THEIR EFFECT ON THE TRADE.

The subject "Line Houses and Their Effect Upon the Trade" was next taken up, and W. S. Washer, Atchison, read paper. He said:

Year by year the business organization becomes more complex. As the volume of trade increases, the various branches grow closer together and sustain new relations each to the other. In order to keep abreast of the times, it behooves us as business men to carefully study the various conditions as they appear.

The term "line house" differs in meaning in different localities. The common acceptation of the term is, "A firm operating a line of country elevators in a prescribed territory and usually along a certain line of railway." It may also mean a concern that, in addition to operating country elevators, makes track bids to independent dealers in the same locality; or it may mean a firm of receivers who make line bids regularly in a certain territory.

We will consider the class first mentioned, line house operating country elevators is a large factor for good or for evil in its effect on trade conditions in its operating territory. It is, to a certain exteut, the balance wheel for the trade machinery of the locality. If animated by a spirit of fairness, competitive arrangements can be entered into that will insure harmonious conditions throughout the territory. Prices can be regulated in such a way that the interests of both producer and handler can best be conserved. Full justice cau be done to all concerned. The independent dealer can maintain friendly and profitable relations with such a line-house-man, and while their interests are often mutually exclusive, they can proceed along lines of parallel activity and equity.

On the other hand, we may find line house eoncerns into which the saving grace of fairness seems never to have entered. Their whole policy is one of eoereion. They force the independent dealer into unjust pools. They seek to threaten, to override and to intimidate. They boldly announce that they can anoru to lose money at tion "A" until their object is accomplished, as nounce that they can afford to lose money at stathey can make up the loss at stations "B" to They seek to control the entire buying price situation, and, once controlled, put prices below a reasonable margin and thus become breeders of farmers' companies. They goad the independent dealers to distraction, and continual friction is the penalty. In short, they attempt to stifle that reasonable competition which is a necessary tonic for the existence of healthful trade conditions. That such line house concerns are unmitigated evils is unquestionable. They are the buccaneers of the

Closely akin to the above-mentioned class are the firms which, combining country elevator operation with line bidding, attempt to force independent trade in their direction by a coercive display of line house force. Both classes are dangerous to the independence of the trade at large, and will have ultimately to be controlled and regulated.

The receiver and line bidder who regularly operates in a certain territory should bear the most genial relations to the trade at large. His interests and those of the country buyer should be mutually co-operative. The line bidder should do all in his power to further the interests of his country correspondents. He should vouehsafe all possible information about state of markets, freight rates, ete. He should advise about outside markets and where possibly trade can be diverted to mutual advantage and profit—in short, give his customer the benefit of his opportunities for a larger view of general eonditions. The country correspondent should reciprocate with news about crop conditions, probable movement and the like, which his closer contact with local affairs ean warrant. two will thus be of mutual benefit to each other.

The line houses, then, are powerful factors for good or for evil in their effect on the trade at large. Only shortsightedness will make them factors for evil, and the penalty is chaotic conditions and ultimate failure. Enlightened self-interest should make them factors for greatest good, and that is the more probable course which will be pursued.

The line houses can exert great influence for good in an organization like this, lending it stability of character, their moral and financial support, and can insure the establishment of fair, equitable and harmonious trade conditions throughout the state.

H. B. Miller, of the Clyde Milling & Elevator Co., read a paper on the relations of millers and grain dealers. He said:

The words "grain man," as I understand them, apply not only to the local grain man and the line houses, but take in the producer, the buyer, the earrier, the receiver and the consumer, making five distinct and separate parts that eannot be divided without materially injuring the whole. Therefore, I will say that I consider that the producer, the

buyer, the carrier, the manufacturer and the consumer are very closely related to each other and their interests are mutual.

So far as the line house is concerned, looking at it from a competitive standpoint, being in the local grain business ourselves as well as milling, and being placed in a position where we come in competition with the various line houses in more ways than one, I must say that we could not ask for better treatment, as all that we have come into competition with want to make money and are not handling grain for nothing.

But there are several evils existing between the grain men and the millers of this state that might be well for us to consider. In the first place, we do not have so much trouble with the line houses in this respect as we do with the local grain men—namely, mixing 52 and 54 pound musty, smutty, nasty wheat with good milling wheat, thus reducing the quality of the milling article, and eausing dissatisfaction to the miller receiving same.

Another evil is the seouring process. Several of our grain men in the western and eentral parts of the state have not the seouring machine for the purpose of using the 52 and 54 pound musty and sprouted wheat, but run it several times through their corn shellers until they think they can put this on to the miller. But, gentlemen, if the miller does not detect the doctored wheat with the eye, he will as soon as it has been manufactured into flour.

Therefore, I contend that our relations are such that this should not exist.

Our people bought a bunch of wheat in Western Kansas from a grain man, by sample, the same testing 58 pounds, and was a nice elean sample of milling wheat; and in order for us to get this bunch of wheat, we had to spring the market a couple of eents per bushel, coming into competition, I am sorry to say, with another miller. man shipped a car of this wheat, and when it arrived it tested 54 or 55 pounds. His draft was presented and paid before the car arrived, and the wheat being too low for milling and having paid his draft and the market having advanced to such an extent, we accepted on the market difference and shipped it to this market to be sold on its This man gentlemen, had the nerve to merits. ask us to make up the difference on the advance in the market on this car of wheat, elaiming that we had no right to receive same if it was not fit for milling purposes.

We immediately informed him that we would be perfectly willing to settle with him on basis of the sale of this wheat on the Kansas City market, provided that he would furnish us with auother car equal to the sample that he had sold us from, and his answer was that he had no more wheat for sale. This is just one instance out of a dozen that I might mention that the millers have to contend with.

The millers of the state of Kansas are willing to eoneede that they are compelled to have the wheat or shut their plants down. This they eannot afford to do; but our relations are so close with the grain man and the line houses that we ought not to try to ereate a hardship on the manufacturer of this article but should always be willing to sell the miller on the basis of the Kansas City market, less the freight. But such is not the ease. It was but a short time ago that I made a bid on 5,000 bushes of wheat for our mills on the basis of the Kansas City market, and this gentleman laughed at my offer, stating that he expected to sell that to a miller at 3 cents per bushel over my bid; and there is no doubt in my mind but what he was successful.

There has been considerable agitation along the line just mentioned, among the millers of this state, and some have become so radical as to state that if we expect to receive the wheat at our mill as nature produced it, we would be compelled to put in our own purchasing houses and buy this wheat direct from the producer. It may be possible that these gentlemen are right, but I cannot agree with them, provided that we, as local grain men of this state, will take this matter up for proper adjustment.

Now, gentlemen, I would like to ask you, looking at the question from a miller's standpoint, shall we expect the same treatment in the future as we have been receiving in the past, or shall we be treated as your brother grain man should be treated?

If I am not mistaken, Mr. President, this very same question was discussed twelve months ago in this very city, and I would like to ask, has there been any action taken?

Gentlemen, it is up to us, as local grain men; and I believe as a member of our Association that this matter should have our serious and immediate consideration.

STORING FOR FARMERS.

"Does it pay to store grain for farmers—for what fee—on what terms?"

M. G. Patterson of Clay Center, as the best argument against storing grain for farmers, told

the following story as an actual experience of his own many years ago:

Along in the seventies, in Illinois, I was bidding \$1.25 for wheat. One day a farmer came to me and, in order to encourage him to leave his wheat with me, I offered him \$1.271/2 cents to leave it in store. He stored the wheat. At that time we were green enough to tbink we were compelled to let the wheat lie in that identical bin until that farmer got ready to sell it. We one day discovered it was moldy, about 10 to 12 inches on the top. sent for Mr. Farmer. He came in and was very much surprised and concluded to haul off the top of the wheat for his hogs. I then shipped the wheat to an eastern market, but we got a wire that the wheat was weevily and it was advised that we ship on to New York. The wheat went to New York and, strange to say, graded No. 2 and sold for about 87 cents. Now, Mr. Farmer got that bin room for over two years and suffered the loss, and I lost all the profit on it.

Mr. Smiley, secretary, upon being asked as to Kansas laws regarding this question, said: "The Legislature of the state of Kansas makes it obligatory upon any public warehouseman to give bond to the secretary of state for the benefit of all persons interested; and a private warehouseman cannot store grain for farmers without complying with the private warehouse law, which, in brief, is this, that each and every bushel or lot of grain received, you must keep separate and distinct from other grains in your house. Should the farmer at any time demand the grain he placed with you for storing and you are unable to furnish same, that farmer has, I think, a case in the court."

Mr. S. B. Samuelson of Hiawatha then read paper on the same topic, after which there was a general discussion and the meeting adjourned until 2 p. m.

WEDNESDAY AFTERNOON.

The final session was called to order at 2 p. m. by President Cortelyou, and the program continued in the regular order by a discussion of the subject, "In what way does our Association fail to improve undesirable conditions affecting the grain trade which existed prior to the organization or arisen since, and what are the remedies?"

Mr. George A. Wells, was requested to give an address as chairman of the advisory committee of the National Association, which he did, explaining the work of the advisory committee in endeavoring to secure correct weights at terminal markets and urging that they demand certificates of wheat from the weighing committee at each market, and also insisting that prompt and full information be furnished the secretary of shortages at the different markets, and that members who have claims they are unable to collect should forward them to the secretary, who will not only endeavor to make collection, but in this way would be able to better judge of the conditions.

Mr. Culver, chief grain inspector of the Toledo market, was introduced by President Cortelyou and addressed the meeting, giving valuable information as to the inspection of grain. He stated that he was out in this section to secure their grain for the Toledo market.

Committee was appointed by President Cortelyou to confer with committee from the Millers' Association, and is as follows: J. T. White, Ada; S. B. Samuelson, Hiawatha; Perry N. Allin, Coffeyville; M. S. Graham, Zurich; Edgar Johnson, Ever-

Sccretary's annual report read as follows:

In making this my seventh annual report I am not unmindful of the fact that you do not care to listen to a long, prosy report, and I have endeavored to make it as short as possible with a view of giving you the information you are entitled to and trust you will appreciate same.

Membership.—At our last annual meeting we had a membership of 248, representing approximately 300 stations. We now have a membership of 272, representing 352 stations from which we derive revenue. We have secured 95 new members during the year, or since March 24, date of our last annual meeting, to June 1, present year. Twenty-seven of our members have disposed of their elevator properties to what are known as liue houses having memberships on the Kansas City Board of Trade, and on account of certain rules of that organization they are not permitted to contribute to the support of any local or state grain dealers' association. While it is not our purpose or prov-

ince to criticize the action of this organization, you can readily see that since this rule is effective and country grain dealers are willing to dispose of their elevator properties to the highest bidder, our membership may decrease instead of increase and our source of revenue be cut off. are quite sure that practically all, if not all, of these line people purchasing these houses fully appreciate the benefits they derive from and through our organization and would gladly contribute to the support of same, were it not that they arc prohibited by the rules of the Kansas City Board of Trade. We certainly cannot blame them for refusing to contribute to the organization when their memberships are as valuable as they are today and they are liable to forfeit same by contributing to the support of our organization.

Terminal Weights.—Doubtless all of you will distinctly remember that when our organization was first brought into existence this question was the bone of contention at every meeting. I am pleased to announce that there have been very few complaints filed with your secretary the past year of shortages at terminal markets. Your secretary is a member of the advisory board of the National Grain Dealers' Association, with Mr. George A. Wells, of the Iowa association, as chairman, and it has been my pleasure to visit St. Louis, Peoria and Memphis, since the date of our last annual meeting, and in company with the gentlemen composing the advisory committee to make a thorough investigation of terminal facilities. Time and space will not permit me to make a full report at this time of conditions as found at these terminal markets. I will state briefly that practically all of the members actively engaged in the handling of grain on the St. Louis Merchants' Exchange gladly complied with the advice of the advisory committee and have endeavored to bring about better conditions. Very much to the surprise of this committee we found that the inspection department on the Illinois side did not consider it their duty to reseal cars after inspecting same, and in many instances car doors were not closed; which, as you will readily see, gave opportunity for cars to be robbed while standing in the terminal yards. Two or more of the elevators in St. Louis have refused to recognize weighmasters in their houses, and I suggested that when making shipments to this market you instruct your commission man, or representative, not to allow any of your grain to bc weighed through elevators that do not have merchants' exchange weighmasters. We believe, in fact, know, that there has been a very great improvement in the weights at all terminal markets, and we certainly feel that we are under obligations to Mr. George A. Wells, chairman of this committee, as well as Mr. George A. Stibbens, secretary of the National Association, for the interest that they have taken in this matter. In company with other members of the advisory committee your secretary made a thorough investigation of the terminals at Memphis, and we were shown every possible courtesy by the owners and operators of the elevators as well as meeting people having terminals at that market. The secretary of the Memphis Exchange advises the chairman of the advisory committee that steps have been taken to procure Merchants' Exchange weights at this market, and we are further advised that all grain destined to that market, hefore going out, will be weighed through one of the public elevators in Memphis. This is a matter of vital importance to the entire trade and one that, we think, should receive consideration before this body.

Local Meetings .-- Your secretary has attended during the past year thirty-eight meetings of local dealers held in different parts of the state, and with very few exceptions these meetings have been well attended and the result is doubtless apparent to every dealer in attendance at same. These meetings are of vital importance to the entire trade, and we do not hesitate to make the statement that much good is accomplished and every dealer in attendance at these meetings derives benefit. It has been suggested to me as your secretary that your president appoint someone in each district, he being authorized to listen to the complaint or complaints, whichever it may be, from members of our Association in that immediate territory and at the expense of the complainant make a trip to the point where strife exists with a view of arranging all differences and making settlement between the dealers located at that point. We believe this suggestion a good one and further that any and all of our members would he willing to pay the expense of someone appointed by our president to visit all points with a view of settling the differences. You will readily realize that it is a physical impossibility for me as your secretary for lack of time to attend all of the local meetings that would and should be held in the state. Should I be re-elected, it is my intention to call a meeting at every central point in the state of Kansas with a view of having the dealers have a heart-to-heart talk prior to the time the new crop commences to move.

Arbitration.—During the past year, or since the

time of our last annual meeting, there have been seven different cases referred to our arbitration committee for adjustment. With one exception the amount involved has heen less than \$100, and I am quite sure that we have saved to the litigants more than the amount of their claims with the one exception. All commercial bodies have begun to recognize and realize that all differences can better be decided by arbitration than by litigation. This question has been discussed at our meeting to-day, and doubtless new ideas have been advanced that our members will derive benefit from.

Crop Reports.-We have endeavored the past year to furnish our members with reliable information regarding crop conditions in different parts of the state. I am sorry to say that several of our members have taken exceptions to our plan of securing this information and distributing For some reason or reasons we are unable to explain, these reports become public before some of our members are in receipt of the information contained. We affirm emphatically that we give our information only to our members, baving refused a number of different times to give this information to speculators at the terminal markets. We believe that the best information obtainable regarding crop conditions can be secured from our members and that our members are entitled to this information prior to the time it becomes public property, and any suggestions that can be made that will tend to keep this information secret will be fully appreciated by me as your secretary. Quite a number of our members, in fact, one-third of our membership, are very slow about furnisbing us the information from which these reports are made up, and until we are able to convince our entire membership that it is to their interest to furnish this information we cannot make up a full report as we desire to do. This matter should be discussed before the close of this meeting, and if a majority of our members desire information regarding the crop and will instruct me as secretary, your instructions will be complied with.

Insurance.—Owing to the fact that the old line companies have advanced their rates from 25 to 50 per cent since the date of our last annual meeting, we certainly think that the mutual companies, of which there are four or five perfectly reliable, should be given the preference on insurance. There is little doubt that the mutual insurance companies have kept down the rate of insurance, and I helieve that each member of our organization, whether a miller or a grain dealer, who has carried insurance in these mutual organizations has saved at least 50 per cent on the basis established by the line companies, and that these companies have become a public necessity. Every member of our Association carrying insurance in same should not hesitate to use his influence with other grain dealers to encourage them to carry their risks on both building and stock in these new

Millers and Grain Dealers.—This is a question of vital importance to both millers and grain dealers of the state of Kansas and one that has caused your secretary more trouble than anything else since the date of our last annual meeting. have met here to-day for a purpose and I have confidence in the integrity and ability of those in attendance and know that something can be accomlished that will be of benefit to both millers and grain dealers. We take the position that the legitimate country elevator is a public necessity and is here to stay. We insist that the elevator owner and operator is as much a public necessity as the grocer, dry goods store or any other legiti-mate business. It is true that a spirit of antagonism has been engendered in different parts of the state between the miller and grain dealer, which in many instances results in serious loss to the miller and elevator owner. In some sectious feeling has been worked up to such a pitch that these opposing factions bave waged war one against the other, with the result that both the miller and elevator owner have been losers. The desire of the farmer is a nearby market for his grain and to build grain houses at every station and every sidetrack on every railroad in the state where grain encouraged this and still continue to encourage it from a selfish standpoint, and to-day there are more elevators than can be practically operated, especially where the miller and farmer combine against the elevator owner, which usually takes place immediately after the rush of grain is over and during the time the country is in absolute necessity. Now, the question arises. be done to do away with the destructive competition that injures farmers, millers and elevator owners? Most of you present bere to-day are doubtless aware of the fact that the millers located in the north part of the state buy their wheat from elevator owners at what it is worth in any market of the world, less the freight. If it can be done in the northern part of the state, I see no reason why it cannot be done in every part of the state, and I challenge anyone to give any good reason why they should pay above the market price

for any wheat they want for manufacturing purposes. Is it because the elevator owner is not honest and names you a price above what he is offered. or is it that you are not honest with one another Not long since I happened in a grain office in the central part of the state and heard the elevator owner in conversation with a prominent miller over the 'phone. I was satisfied, in my own mind, from the conversation I had heard, that the elevator owner worked the miller for at least two cents per bushel. Now, the elevator owner really derived no benefit, as he offered the farmers two cents per bushel above what the general market would justify Neither was the farmer satisfied, holding out for another cent per bushel. Now, as elevator owners and operators, we owe to the miller, when we sell him grain, that we give him just what he buys. The millers claim that some members of our Association do not treat them fairly when they buy from them, claiming that when they buy from them they expect to secure virgin wheat; but in many instances the elevator people mix in a few loads of off-grade, musty wheat, that they cannot use without lowering the grade of their flour and seriously injuring their business, besides bringing discredit on their winter wheat flours. I am of the opinion that in a few instances the millers can prove this charge, but I think they are exceptions. and if they will notify me as your secretary, giving the names of such concerns as make a practice of this, we certainly think we are entitled to notify the members of the millers' clubs of this state, and we are further of the opinion that it would only be a sbort time until these elevator owners would realize that they were the losers in resorting to such dishonest practices. We insist that the interests of the millers and elevator men are so interwoven and interdependent that any injury or loss sustained by either one of these interests is shared to a greater or less extent by both. We insist, gentlemen, that this is a question of vital importance to the grain trade and one that should receive careful consideration, and I have confidence enough in the integrity and ability of the members of our Association to bring about a closer relation between the grain dealer and miller that will result in practical benefit to both.

Co-operative Concerns.-Since the date of our last annual meeting there have been a number of elevators built that are being operated by farmers in different parts of the state. In a number of instances these elevators have been built with the intention of driving the elevator owners out of business. For the farmer who produces the grain I have only the kindliest feeling, but I know to a certainty that the greatest graft in Kansas is worked at the present time upon the farmers of the state by a few politicians out of jobs. A good many thousands of dollars have been contributed to these scheming politicians already, and not being satisfied with this they are now reaching out for more, and have promised the farmers of Kansas, Nebraska, Oklahoma, Minnesota and North and South Dakota that if they will place fifty million dollars in their hands they will drive from the state every elevator owner located within its borders. It is not my object to denounce the cooperative movement, realizing that the farmers have a perfect right to organize in any lawful business they see fit, and the grain and elevator business is one of them. If the farmers can do better to handle their shipments through their own houses, it is a privilege they have. If, on the other hand, they can do as well to patronize their local dealer, who is a fixture in the vicinity and pays taxes and has his capital invested in the business, giving all of his time and attention to same, then common justice demands that they deal with their neighbor. The farmer has ever seemed to be the prey of bankrupt politicians or men that have been failures in their own behalf. The schemes tried have been many and varied, and the present one, known as the Farmers' Co-operative Elevator scheme, seems to be the most popular at present, although it is anything but a method of farming the farmers. As you all know it has been frequently tried in the Northwest and East, and even here in the West with us, but regardless of past experience, the farmers continue invest their money for the benefit of agitators and the prime movers who are the only real beneficiaries of such schemes and who usually their stock free for the promotion and eventually the property. Look at the co-operative stores and elevators that started during the life of the Grange and Farmers' Alliance in this state. many of them are in existence to-day? Since the date of our last annual meeting no less than six of the co-operative elevators in the state of Kansas have gone out of existence, having been compelled to make assessments on their members of from 10 to 100 per cent. These are all occurrences of the past year. Why is it that the Farmers' Elevator Company of Faribault, Minn., and the Farmers' Co-operative Grain Buying Company of Whitmore, Iowa, which stand from \$8,000 to \$10,000 in the hole, have not succeeded? They, as well as other concerns of like character, admit that they

have done a large business and claimed it was a paying investment, up to the time they found they were bankrupt. Why is it that the Solomon farmers' organization, the parent institution in the state of Kansas, a large business since brought into existence, should be compelled to make an assessment of 100 per cent against its members to meet the losses incurred? This demonstrates the fact clearly that you must make a reasonable margin of profit on grain handled in order to continue in the business. I think enough has been said on this subject to convince everyone in attendance that the promoters and agitators of the farmers' co-operative movement of Kansas will in the end derive tho benefit, if any benefit is derived.

Federation of Commercial Interests.—Doubtless all of you are familiar with the federation of commercial interests in the state of Kansas, and our members are also aware of the fact that our organization has not contributed to the support of this organization. It is not our intention to criticize their action and we believe great good has been accomplished through the federation of commercial interests. However, your official board has deemed it advisable that this organization do not become a part of same for the reason that we were fearful we might be compelled to identify ourselves with one or the other of the political parties in our state, and experience has taught us that any business organization cannot prosper or succeed if identified with a political organization. Doubtless this subject will be discussed before the close of our meeting, and I am quite sure that I voice the sentiments of the official board of the organization that they are willing to be governed by the majority vote if same is taken on this ques

Change of Constitution and By-Laws.—There has been very little change in our constitution and by-laws since our organization was brought into existence. You will readily realize that we have outgrown our old constitution and by-laws, and l trust that our worthy president will appoint a committee for the purpose of revising same and that this committee may report on same before the close of our meeting. Our arbitration rules are erude as compared with rules of other state organizations, and I hardly think that you would make a mistake in adopting the arbitration rules laid down by the other state organizations. Some three months ago, at an official board meeting, your secretary was instructed to present to your official board new arbitration rules for their approval and that same be printed and sent to our members in our 1904 directory. Their request was complied with and same has been mailed to every member of the Association, and we have to-day a copy of these new rules which should be read section by section and any changes that may be desired may be made at this time.

In conclusion will say that should I be re-elected to the position I now occupy, I will use every honorable endeavor to promote the interests of every member of this Association and believe that before the time of our next annual meeting can bring about a closer relation between the millers and grain dealers that will be of benefit to You should excreise great both organizations. care in electing your official board, and I do not hesitate to state that your present officers have worked honestly and conscientiously the past year for your interests and have confidence enough in your integrity and ability as members of this Association to nominate and elect men that will serve your best interests the coming year. I thank each one of you for the interest you have taken in the Association's work and the many courtesies that have been shown me as your secretary the past year and in behalf of the official board for the courtesies shown them.

The following is the annual statement of the treasurer (E. J. Smiley) from March 24, 1903, to June 1, 1904:

Receipts—	
March 24, 1903, balance\$ 132.69)
Cash received for membership fees 285.00)
Cash received for dues, \$4,089.50, less ex-	
ehange \$24.60 4,064.90)
Cash received for advertising and lists 369.75	j
Refund from Western Passenger Assn 17.00)
Refund from expense stenographer, annual	
meeting 1.40)
Refund from E. J. Smiley, for expense 3.00)
\$4,873.74	
Disbursements—	
Western Passenger Association\$ 17.00	,
Expense stenographer annual meeting 5.00	,
Express 5.05	
Rent 173.00	
Expense of secretary	
Postage 294.00	
Salary of stenographer	
Printing	
Salary of secretary, including extra allow-	
ance made to secretary 2,050.00	

Messages	. 15.26
Telephone	
Office supplies and typewriter repairs	
Expense of president and directors	
Dues to National Association, including ex	
pense of circular matter	
Janitor service	
Badges	
Taxes	
è	\$4,718.06
Balance June 1, 1904	
Amount due June 1 for dues	
Amount due June 1 for advertising	
Total	\$ 475.50
Amount paid in advance, June 1, for dues.	
	_0.00

New arbitration rules were then read and adopted.

The subject of the change of constitution and by-laws was generally discussed, and the following motion made by R. M. Miller of Clyde was carried: "Moved that the president appoint a committee of three, including the president, as chairman of the committee, to revise the constitution and by-laws and make report at this next annual meeting of the Association, for adoption."

U. S. Epperson of Kansas City, representing the Underwriters' Association, was introduced by the president and explained the methods of his company in writing insurance and advised of rates.

The auditing committee, composed of John R. Schmidt, chairman, A. H. Bennett, R. W. Dockstader and S. J. Thompson, made its report, stating that the books were correct, but recommended that a committee be appointed at this session to audit the books of the secretary for the next year, and that some provision be made for their expenses, they to audit the books two days prior to the date of the next annual meeting, when all books would be at their disposal and a proper and detailed statement could be obtained.

The election of officers resulted in the selection of L. Cortelyou as president by unanimous vote; H. Work for vice-president and E. J. Smiley, secretary, were elected unanimously. For board of directors A. T. Rodgers, Beloit; E. N. Bailey, Baileyville, and Perry N. Allin, Coffeyville, were elected, they receiving the greatest number of votes of the eight gentlemen nominated.

President appointed committee to revise constitution and by-laws as follows: H. Work, Ellsworth; Perry N. Allin, Coffeyville; L. Cortelyou, Muscotah.

President appointed auditing committee to audit the books for coming year as follows: John Schmidt, chairman; S. J. Thompson, Holton; R. W. Dockstader, Cawker City.

No further business coming before the meeting, it was adjourned sine die.

NOTES FROM THE KAW.

Charles Knox of Reynolds Bros. and Chief Grain Inspector Edward W. Culver were from the Toledo market.

H. P. Harpstrite, representing the Maroa Mfg. Co., had on exhibition a model of the Boss Car Loader, which attracted considerable attention from the dealers.

The following were in attendance and nearly all took the trip to St. Louis: H. T. Perrin and wife, Salina; W. H. Lamer, Salina; F. A. Derby, Sabetha; J. Linden, Lynden; J. D. Earhart, Partridge; Miss Fair, Partridge; A. D. Fair, Partridge; W. S. Williams, Ottawa; O. T. Rogers, Beloit; Alice White, Anna Sperry, H. Work and wife, Harry V. Becker, Georgie Roth, Ellsworth; W. H. Brandt, Bloomington; E. L. Jaco, Bunker Hill; A. Blaker, Pleasanton; J. F. Lukert, Sabetha; Mrs. P. J. Cortelyou, Museotah; B. F. Blaker, Pleasanton; D. C. O'Neil, Axtell; Sam'l Garver, Valley Center; C. A. Kalbsleisch, Harlan; M. G. Heald, Centralia; John Moore, Summerfield; Frank Craven, Summerfield: Robt. J. Lewis, Home; Geo. Cravin, Summerfield; Frank Thormann, Summerfield; F. L. Ingersoll, Kirwin; W. W. Smith, Holyrood; S. B. Samuels, Hiawatha; William B. Giles, Abilene; B. S. Dockstader, Cawker City; Mrs. Bert Dockstader, Cawker City; L. Cortelyou and wife, Mrs. A. H. Calvert, Lola E. Allison, Museotah; L. Noel, Glasco;

A. D. Blankard, Bennington; Misses Maggie and Jennie Berridge, Atchison; John McManis, Goffs; W. M. Reckewey and wife, Wetmore; W. F. Glasser, Salina: Florence and Mabelle Smiley, Topeka; R. W. Dockstader, Cawker City: Thomas C. Dick, Mc-Pherson; John A. Creed, Otis; W. A. Nye and wife, Downs; R. B. Lynch, Newton; R. B. Gibbs, Morrill; M. G. Graham and wife, Zurich; C. W. Brom, Zurich; J. 'R. Glenn and wife, Robinson; Wm. Page, Bloomington; A. O. Cooper, Humboldt; F. D. Sperry, Victoria; M. W. Cardwell, Osage City: Caroline Kipp, Aaron Kipp, Ellsworth; A. H. Bennett, Topeka; C. G. Bennett, Gypsum City; J. C. Bradley, Rossville; E. A. Tulcomer, Belleville; Mrs. E. Tulcomer, Belleville; C. N. Wooddell, Nickerson; R. B. Miller, Clifton; H. A. Wynn, Perth; Jno. W. Sedlie, Burden; H. B. Gilderson, S. C. Jackson, W. E. Smith, Wichita; G. W. Dockstader, Cawker City.

On the evening of June 8 the grain dealers with their ladies were entertained by the Kansas City Board of Trade at a banquet given at the Coates House. The tables were tastily decorated with flowers and the menu was most delectable.

Then followed an address of welcome by J. E. Seaver, president of the Kansas City Board of Trade, to which President L. Cortelyou responded. After several speakers had responded to toasts, E. D. Bigelow, secretary of the Board of Trade, following a glowing tribute to Secretary E. J. Smiley, presented him with a large box supposedly containing flowers, but which proved to contain a large scoop shovel, appropriately engraved for the occasion. Mr. Smiley was obliged to respond, which he did in fitting manner, and soon after the banquet ended, some of the dealers going to the Railroad Club rooms, where a smoker had been arranged, and others spent the remainder of the evening dancing in the hotel ballroom.

QUARANTINE AGAINST TEXAS GRAIN.

In order to prevent the spread of the boll weevil the Louisiana Crop Pest Commission has established quarantine regulations against Texas grain and garden truck, the effect of which is to practically prohibit grain shipments from Texas into Louisiana, the inhibition embracing the most important of the cotton, fruit and truck growing sections of Texas. The articles forbidden to be hauled by the railways through the state of Louisiana are cotton seed, hulls, sacks for the shipment of cotton seed and its products, as well as hay, straw, oats and corn; except that sacked oats and wheat in bulk, both loaded in tight box cars, may go through the state to points in Mississippi and beyond. Sacked oats may be transferred from one car to another within the limits of the City of New Orleans, but under no circumstances may either oats or wheat be unloaded, stored or delivercd anywhere in the state of Louisiana. The Pest Commission says:

In view of the fact that there are many counties of Texas devoted to the culture of truck, fruit and such other products, and that these commodities, where properly safeguarded, may be distributed without danger of disseminating the Mexican cotton boll weevil, therefore be it declared, ordained and ordered that this Commission will accept for importation into Louisiana such farm products, except cotton seed, seed cotton, hulls, cotton seed and seed cotton sacks, hay, straw and such other material as the Commission may list hereafter, on the certificate of the entomologist of the United States Department of Agriculture or his duly accredited representative.

These restriction are a serious handicap on the Texas-Louisiana grain trade, which will have to seek some other gateway into the Southeast than the Crescent City.

A new schedule of grain elevator rates has been made by the old line companies for Illinois. The schedule changes the basis rate from \$1.75 to \$1.50 on elevators run by gasoline, cable or horse-power, and reducing the charge for deficiencies from 25 to 15 cents. Other changes are made which will tend to reduce rates materially.

ANNUAL MEETING OF THE ILLI-NOIS GRAIN DEALERS' ASSO-CIATION.

The eleventh annual meeting of the Illinois Grain Dealers' Association at Decatur on June 15 was epochal. It abolished the election of secretary by the Association after this year, reduced him from rank as a member of the board of directors, and made him, after the annual meeting of 1905, the employe only of the Association and responsible to the board of directors, who alone shall have the power to elect or employ him. This is the beginning of constitutional changes that will tend to greatly improve the health and promote the vigor of the Association.

The convention, which was one of the largest the Association has held, at least for several years, was favored with fine weather in the morning and a refreshing and money-making shower in the afternoon, so that the delegates were comfortable in the crowded G. A. R. Hall and the sessions animated and full of business.

The mayor and other officials, who were expected to welcome the Association, being absent, President Mowry said he lived near enough to Decatur to be counted as one of her people, and in their behalf he welcomed the dealers.

S. S. Tanner responded to "a speech that had not been made," and did it in a very happy manner, regretting that so many old faces are gone forever; glad that so many, both old and new ones, take their places to keep up the succession of Association life. It is the personal touch that counts—giving greater confidence and respect the one for the other. There were a couple of capital stories, of course—a speech would not be Tanner-esque without them—but they were apropos and refreshing.

President Mowry's annual address was informal and reminiscential in part, as well as suggestive and explanatory. The state, he said, is only about half organized, and this insufficient organization is a serious matter, and will be more so next winter when legislative work will have to be done. If the Association had been better organized and its committee better supported at the last session of the legislature, its bills would not have been "licked out." One thing—before you vote for any members of the legislature be sure you know how they stand on questions you are interested in; don't elect them and afterwards complain if they do not vote as they should.

The finances of the Association have been in a more satisfactory condition than was expected. The management has had to be economical, but its work has been paid for and the treasurer's books show some little money on hand and all debts paid. The line companies have not all helped the state Association as much as they have the locals, but we hope to get them with the Association. The local associations in the state are all right when rightly managed, but sometimes they are run so as to cripple the state Association. This is a subject that ought to be taken up here and now.

Mr. Mowry then digressed to say a word on the farmers' elevator business, which he knew to be founded on a false view of the relations of farmers and grain dealers, and mainly the work of agitators, more or less interested in getting jobs, or adepts at fomenting discontent. Most grain dealers have treated the movement sensibly, waiting for it to run its course, as most weed pests run theirs on the farm, but a few have acted unwisely in attempting to go too fast, to uproot the annoyance, which should be left to itself.

The chairman announced the following committee on resolutions: J. W. Radford, Chicago; H. N. Knight, Monticello; E. R. Ulrich Jr., Springfield.

On motion of H. J. Patten of Chicago a committee of five was appointed on nominations. The chair appointed the following: Geo. C. Dunaway, Utica; L. G. Metcalf, Illiopolis; H. H. Newell, Bloomington; F. S. Weilepp. Cisco; F. L. Ream, Lostant.

On motion of Mr. Unland of Pekin, a committee of three was appointed on credentials, the chair appointing the following: Messrs. Unland of Pekin, Delany of Chicago and Crow of Blue Mound.

Adjourned to 1:30 p.m.

AFTERNOON SESSION.

The afternoon session began just as a heavy shower passed over the city, the beginning of a rain that continued, after the first violent dash, as a gentle downfall all afternoon and evening. The storm more or less typified the course of the session itself, which began full of suppressed feeling, threatening a really violent storm but which ended in a shower of grateful, harmonious change, that will be as beneficial to the Association as the rain was to the thirsty earth.

ORGANIZATION CHANGES PROPOSED.

The first item on the program was a paper by Geo. A. Wells of Iowa, as follows:

We are living in a progressive age, and considerable advancement is being made in the work of grain dealers' associations, as well as in other organizations of like character. We secretaries of state grain dealers' associations are becoming so well acquainted with each other that each secretary naturally takes advantage of any opportunity possible to profit by the experience of the others, and we find that a secretary to be successful must become somewhat of a genius in his particular line of work. In fact, he may almost consider himself a "doctor of harmony and influence."

The broad purpose of a grain dealers' association should be to promote harmony, not only as between the members themselves, but also as between the members and other interests, even the farmers, and to establish such a thorough organization of the grain dealers as to be able to secure concerted action and thus exercise when necessary a judicious prestige and influence. In addition to this, I believe that, inasmuch as society is becoming to be composed of organizations rather than of individuals, each and every organization, particularly trade organizations, should assume a responsibility and a duty to society and the public welfare.

No trade organization can succeed whose methods of work and purposes sought are wholly selfish, and it is just as essential for the well-being of a trade organization as for an individual to have the confidence and respect of the public. A trade organization should not exercise an influence tending toward monopoly further than to uphold the principle that the business be confined to those who are properly engaged therein and have proper facilities, such as the public demand, and conduct the business with the spirit and purpose of earning legitimate margins of profit. A trade organization should not undertake to arbitrarily control prices, but it is legitimate and right to exercise reasonable influences to prevent ruinous competition, and at the same time an association should see that unreasonable profits are not taken.

I am not in favor of the organized local grain dealers' association, and am going to suggest that you consider the idea of discontinuing the locals in Illinois, and I presume that there will be more or less opposition to my views on that subject. I suppose that you are aware that the Western state associations do not have the organized local grain dealers' associations. Experience has shown that the best work can be accomplished by having a secretary who receives a salary and gives his whole time to the work.

It is customary, however, in states that do not have the locals, for the state secretary to call local meetings of grain dealers at such times and places as he may find necessary to accomplish the most good, but these meetings are not called regularly; neither do we always call meetings of the same localities, the secretary using his judgment as to what dealers and what places will be the most favorable to be effective in getting results, and the results sought for are that friendship be promoted and obstinate dealers harmonized by acquaintance.

My experience is that grain dealers, when they become acquainted and friendly with each other, will usually have sense enough, if certain ideas of moral responsibility and discipline are upheld by the association, to maintain reasonable profits, and if the state secretary will keep in touch with local conditions generally, and call meetings as circumstances require, that the troubles will largely adjust themselves with the aid of such influence as the secretary may use. Of course, there will be certain chronic cases that will be hard to dispose of that he can keep working on continually, and there is almost always a time when some influence can be exercised that will reach them, and the secretary must watch for that opportunity.

In Iowa we begin about July 15 with the local meetings, covering the entire territory as fast

as possible. In making up my list of dealers for each meeting, I study the local conditions carefully and always have in mind any local personal difficulties that may exist, using every opportunity possible in connection with the meeting to exer cise an influence to dispose of personal troubles and a certain line of policy is thus mapped out beforehand for every meeting. The size of tho meetings called depends on circumstances, and sometimes it may be best to eall only a very few dealers together, while at other meetings it is consistent to include a larger number. The hardest work the secretary has to do is to secure an attendance of the particular dealers he wants and must have to get resulfs and I sometimes spend several dollars using telephone to make sure of their attendance.

As I have stated, I make up a list of stations and dealers for every meeting, and when the meeting is called to order I call on each dealer to state what the eonditions are at his station, as to whether proper margins are being maintained or not, and any other questions pertinent to the general situation. Frequently some dealer will be accused of sacrificing his margins, and he will have for his reason, perhaps, that some competitor forced him to do so, but he took some farmer's word for it which was not true, and it will thus be shown that more confidence is a necessary thing for self-protection, and such feeling of confidence will grow until finally farmers' lies don't eount.

We always include non-members in our meetings and the question of membership is hardly ever discussed.

That old and homely saying that "too many cooks spoil the broth," it seems to me is applicable to association work in having local associations, and consequently so many officers that it is impossible to establish a general definite policy to accomplish a single purpose, and secure concerted action in matters of general concern.

There is certainly a large field of work for a state grain dealers' association in Illinois, along lines that are legitimate, for the good of the grain trade, and also along lines that are for the public good. Having within this state the largest terminal grain market of the world, and suffering, as the grain trade and the farmers are, from the political abuses connected with the state supervision of weights and inspection, the state offers an important political field for state work.

The improvement of quality and yields of grain may be given attention in such a way as to be of much benefit to the farmers and the public.

Extend your work along these lines, and you will be surprised at the harmonious results, both as among the dealers and also as between the grain dealers and the public.

The grain business is a legitimate business, and perhaps no other line of commercial business is so closely identified with the public welfare. It is so much so that the grain business may almost be considered as semi-public. Grain dealers have a right, that they should insist on, of having legitimate margins of profit. However, they have no right to take unreasonable profits, and a grain dealers' association that seeures a general eon-dition, whereby all grain dealers earn reasonable and legitimate profits and in no ease take unreasonable profits, has performed a work for the public good.

That general ehaotic condition where no profits are earned at some stations with ruinous fights, perhaps, being conducted, while at other stations unreasonable profits are taken, is entirely undesirable from a public standpoint and hazardous for the dealers. Each individual grain dealer and member should assume personal responsibility in local troubles and adopt conciliatory rather than retaliatory measures, and with a membership of this character a state secretary can do good work locally and also accomplish results along general lines. Concerted action and judicious exercise of prestige is the best demonstration of thorough organization, and you should have the largest and most important state grain dealers' association in Illinois of any state.

Capt. I. P. Rumsey was then introduced, who said that as he looked around him and saw on the watts pictures of the men he onee followed to victory, he felt inspired; and as I look upon the faces of the young men before me I feel the country is safe. and this Assocation, too, is safe, if these men live up to the rules which good conduct lays down for our guidance. Returning recently from the field of Shiloh I found myself down for an address to this meeting, myself to choose my own subject. If I were to do so I should select the word "Harmony." It would be a good topic for this time and place. Mr. Wells has shown you what harmony has done in his state. It seems to me there is too much local feeling in this Association-the feeling that the locals ean get on without the state association. But Mr. Wells has shown you that there must be a closer union of localities to make a harmonious whole. This Association might be brought into unison by electing the presidents of the locals as directors of the state body, and I hope the nominating committee has borne this in mind. I don't want to take up your time, but I must say this is a most important—a critical—meeting of the Association. You can meet the common enemy only by harmonious action, and if harmony does not obtain the organization will go to pieces.

S. S. Tanner of Minier was called for, who said he thought the paper of Mr. Wells and the remarks of Captain Rumsey particularly pertinent to the situation. There is a lack of harmony, and we must here and now put an end to the discord. As for the common enemy—I see him on the run, and nearly at the end of his eourse.

Mr. Tanner was deeply in earnest, and quite sharply characterized those who are in the Association "for revenue," but who do not add to its revenue, nor fight with its members shoulder to shoulder, as they should. These men must get interested in this work.

Secretary Geo. A. Stibbens followed with a characteristic talk on arbitration. He is so tull of it that he always talks forcefully, but it was somewhat of a surprise for the friends of arbitration to learn that many grain dealers in the Southeast—"of all places," as some will say—non-members, have been going to the National Association asking that body to arbitrate differences.

The committee on credentials, by Mr. Unland, reported that they had examined the roll of members prepared by the secretary, and found that it was correct, and that all persons so enrolled were entitled to vote. The report was adopted.

RESOLUTIONS.

The committee on resolutions, by J. W. Radford, presented the following report:

We congratulate the members of this Association on the fact that they have participated in the general prosperity of this great nation, but would call your attention to the fact that, as in all lines of business and trade, the best asset and the most important factor in your welfare is the good-will of your customers. As your interests and the farmers' are identical, you can see the necessity of cultivating and retaining their good-will.

COMMEND THE EXCUANGES.

RESOLVED, That we hereby commend the efforts of the various exchanges looking toward the correcting of the evils pertaining to the weighing of grain in various markets.

NATIONAL ASSOCIATION.

RESOLVED, That we recommend a closer affiliation of the various state and local associations through the Grain Dealers' National Association or otherwise, as may be deemed best.

RESOLVED, That we commend the Grain Dealers' National Association for the efficient work it is doing for the betterment of the grain trade generally.

UNIFORM INSPECTION.

WHEREAS, in times past there has been quite a variation in the matter of inspection in the different markets of the United States, which we think can be remedied by the Chief Grain Inspectors' National Association;

RESOLVED. That we hereby heartily endorse the efforts of the said Association, and trust that their labors will meet with their merited success, as it is a matter of vital importance to the trade to have the inspections in the various markets more uniform

CIVIL SERVICE REFORM.

WHEREAS, The legislature of this state will eonvene before the next annual meeting of the Association; and

WHEREAS, All the dealers of the state are vitally interested in separating the inspection of grain from politics and putting the same on a strict merit and civil service basis; therefore, be it

RESOLVED, That each member of this Association use every possible effort to see that only such men are elected to the legislature as are in favor of a strong merit and civil service law for the various state institutions and offices.

THANKS TO OFFICERS.

RESOLVED, That we would commend and thank the retiring officers of this Association for their efficient and untiring efforts on behalf of the grain trade.

IN MEMORIAM.

WHEREAS, It has seemed best by an all-wise Providence to remove from our midst by death our fellow members and associates, Chas. T. Nash

of Chicago, Geo. B. Dewey of Chicago, W. L. Dumont of Decatur, B. Z. Taylor of Decatur, and Wm. Clegg of Tower Hill; therefore, be it hereby

RESOLVED, That it is the sense of this Association that it is with deep sympathy we feel their departure from among us; and we herewith instruct our secretary to convey to the families of each of them our heartfelt sympathy in this their hour of sorrow and bereavement.

The above resolutions, being the unanimous report of the committee, were on motion of Mr. Unland adopted.

On motion of Mr. Patten copies of the resolution on civil service reform were directed to be sent to all candidates for the office of governor of Illinois.

SECRETARIAL CONTEST.

Mr. Radford then presented the two resolutions following, both minority reports, which were submitted to the convention without recommendation:

WHEREAS, A strife for the nomination of seeretary has caused considerable friction, which does not tend to the best interests of this Association;

RESOLVED, That this Association will pass the election of a secretary, referring the same to the board of directors, to be elected at this meeting, and this Association hereby ratifies and confirms in advance the action of said board of directors in the choice of a secretary.

RESOLVED, That the Constitution and By-laws of the Illinois Grain Dealers' Association be amended to provide for the employment of a secretary by the board of directors, at such a salary as they may deem best for the good of the Association.

Mr. Patten moved that the constitution be amended as proposed in the first minority report.

Mr. Unland objected to constitutional amendments on every trivial occasion.

Mr. Dunaway said that if the motion prevailed the report of the nominating committee would need to be changed.

Mr. Patten said he had no interest whatever in the secretaryship, except that he should be a strong man, and that, further, the president should be a country grain dealer, who could wield an influence at Springfield at the session of next winter. The amendment proposed is in accord with the best associational methods.

It appeared from the subsequent debate that a hot contest had developed for the secretaryship and that the committee being in deadloek on the recommendation of a candidate, a compromise had been effected, the nature of which would appear from that committee's report, in view of which a motion to table Mr. Patten's motion was agreed to.

SECRETARY'S REPORT.

The secretary's annual report was then read as follows:

I take pleasure in submitting this, my first annual and the eleventh annual report of our Association.

One year ago there were 669 members reported. This was an error of 36; there was an error in the eount, as I found only 633 names enrolled on the books. Of this number we have lost 84 since last June, and I have secured 62 new members since then, so that our membership to-day is only 621. Of the 84 that we lost one died, ten receivers and three shippers withdrew, and the others either sold out or were dropped for non-payment of dues.

I found quite a number of members who were two, three, and some four, years in arrears, and all who were three and four years in arrears were dropped a short time ago, after repeated efforts on my part to have them pay up had been unsuccessful. There are 46 members who are two years in arrears, 154 who are one year in arrears, and 20 who are less than one year in arrears. I have met with some success in collecting from some of the members who were two years in arrears, and so I decided to give the balance a chance to pay up at this meeting. In ease they do not do this, I would recommend that they be dropped.

Some of the receivers that withdrew made the statement that, as they were members of the National Association, they would affiliate with the associations of each state. Others said that, as they had no country elevators, they confine their membership to the National Association. Of the shippers that withdrew, one said he belonged to a local association, and did not care to belong to two associations of this kind. One was dissatisfied with the officers elected last Jnne, and the other one withdrew because his competitor was a member of the Association.

The first six or eight months of my work as secretary were taken up principally in settling differences between country dealers. This gave me

very little time for anything else, and there was not so much new work done as I expected to do; but I am very glad to say that these differences are very few at the present time, and there will from this time forward be more time for new work.

Arbitration.-We have had twelve cases of difference between receivers and shippers decided by our arbitration committee, and a great many have been settled without the assistance of the committee by the secretary. These cases of difference represent a very large amount of money in dispute, and a very large saving of money in the way of attorney's fees. Several of our members have refused to arbitrate, and their names would have been presented to the executive committee had not one of the committee been out of the state; and if it is the will of the Association that I be their secretary for another year, this will be one of the first matters that will be attended to.

I consider arbitration one of the greatest features of association work. All grain dealers' associations are committed to its principles, and we must discipline any of our members who refuse to arbitrate, or we are bound to lose our prestige as

an association.

Local Associations.—I find that local associations are to a certain extent a detriment to the state association, as some of the dealers who belong to the locals and are paying from five to twelve dollars a year to the support of such local do not care to contribute to the support of the state association. One representative of a local association remarked that the state association had grown so large it was unwieldy. I have always believed that there was strength in union, also in numbers, and the larger our number the more powerful we would be. While local associations are a good thing in a great many ways, and are doing a great good in attending to local affairs, which has resulted in a better acquaintance and a more friendly feeling among the grain dealers, they cannot accomplish all that is needed in association work. If any changes are brought about in a terminal market, they are brought about by the state association, and by the assistance of the National and other state associations.

I will call your attention to the remarkable change in the St. Louis market since last October. The stealing of grain in the railroad yards prior to that time, and the consequent short weights, were appalling. Since then, through the efforts of the secretaries of the different state associations and the National secretary, these shortages have been reduced wonderfully, the number of employes in the weighing bureau has been more than doubled, watchmen with police authority have been appointed, and special attention is given to the And the guarding of grain in railroad yards. weighing bureau of the Merchants' Exchange of St. Louis is fast forging to the front as one of the most efficient in the country.

Some work was also done at Memphis and other points, and conditions made decidedly better at all points except East St. Louis, where matters are in the hands of the politicians; but recent events lead me to believe that the prospects of relief in that quarter are very bright, and I am in hopes that the Lord will direct the steps of the woodman at Springfield with his little ax to East St. Louis, and that no political weigher may escape him.

The advisory committee of the National Association, composed of the secretaries of the different state associations, is continually at work investigating the conditions at the different terminal markets, and are inducing receivers to improve their methods of handling and weighing grain and are bringing receivers and shippers closer together.

Some dcalers appear to think that the only object of a grain dealers' association is to control competition and prices. This is a mistake, as our Association does not work on these lines, and does not fix prices or try to stifle competition. We are op-posed to an unreasonable margin of profit, but claim that we are entitled to a fair remuneration for our investment and labor, and no fair-minded mau will expect us to do business without this.

Financial Statement.—	
Cash on hand June 3, 1903\$	558.84
Collections to June 14, 1904	4,406.22
Total receipts and balance\$	
Disbursements	4.569.01
Cash on hand\$	396.05
Bills receivable (unpaid ads. in Directory)	360.00
Desks, chairs, typewriter, mimeograph and	300.03
other office fixtures	230.00
Net worth\$	986.05

DUES TO NATIONAL ASSOCIATION.

J. A. Wesch of Arcola, of the executive committee, reported on dues to the National Association, which it appears have not been paid to date, owing in part to a misunderstanding of the matter of representation in the last annual convention of that body. Mr. Stibbens explained that the affiliated as- | traveling man and organizer.

sociations have just such representation in the National convention as is paid for by them, and that in 1903 the payments of the Illinois Association represented a membership of 162, to which it received credit. There was some little disposition, owing to the depleted treasury, to "let the National go"-Edwin Beggs of Ashland confessed that he had always opposed it and "didn't see what good it was;" but G. H. Hubbard of Mt. Pulaski voiced the opinion of the convention in saying emphatically that, "We are pledged to pay \$1 per member to the National Association." The matter was dropped for the moment to discuss the status of delinquent members; but subsequently, on motion of Mr. Wesch, the amount of \$1 per member in good standing at this date was directed to be remitted to the secretary-treasurer of the National Association.

The trade rules committee, by Mr. C. A. Burks of Decatur, reported, recommending the adoption by this Association of the trade rules of the National Association, and that members follow them closely and thereby avoid disputes as to contracts. A motion to adopt said National rules was agreed to.

ELECTION OF OFFICERS.

The committee on nominations, by Geo. C. Dunaway, reported the following recommendations of candidates:

For President-A. W. Lloyd of Chicago.

For Vice-President-J. N. Hairgrove of Virden.

For Secretary—George Beyer of De Pue.

Peoria, C. P. Cline of Decatur.

For Treasurer-H. I. Baldwin of Decatur. For Directors-Edwin Beggs of Ashland, J. B. Wooden of St. Joseph, Geo. C. Dunaway of Utica, L. C. McFadden of Havana, Erastus Roberts of

A motion was made to adopt the report of the

The motion precipitated a spirited debate, opened by Mr. Tanner, who opposed Mr. Lloyd for president on the ground that that official should be a strong and influential country grain dealer, who should be selected in view of the legislative work to be done during the coming winter. Others spoke to the same purport. Mr. Patten condemned the report (without prejudice to anyone) as a weak compromise. Mr. Hershey of Chicago proposed to substitute the name of S. S. Tanner for that of A. W. Lloyd, but Mr. Tanner most positively and finally declined. Mr. Knight of Monticello moved that the name of Mr. Hubbard of Mt. Pulaski be substituted for that of Mr. Lloyd.

Mr. Lloyd thereupon said that as he saw there was a prejudice against him in the Association and a disposition not to do him justice, he would withdraw his name as a candidate and from the Association, to which last announcement of purpose there were several protests.

The uame of Mr. Hubbard was thereupon substituted for that of Mr. Lloyd in the report.

Mr. Wooden of St. Joseph regretted there was no representative on the directory from north of the Illinois River. In view of the effort made in the past to organize that territory, he thought this a serious mistake.

The report of the committee was then adopted and the gentlemen so recommended by it declared elected to the several offices therein named, to serve for one year.

ASSISTANT SECRETARY.

Mr. Beggs of Ashland moved, in the interest of harmony, that the directory be empowered to employ A. W. Lloyd to act as assistant secretary, at a salary equal to that paid the secretary.

There were some very pointed satirical amendments offered to the motion, which were, of course, not considered.

Mr. Beggs defeuded his position by saying the Association needed Mr. Lloyd's services.

G. L. Graham of St. Louis said he did not like the policy of having two secretaries, but there is a very large part of the state wholly unorganized in which a second good worker could be used to advantage, giving him the power and authority of

Mr. Lloyd protested that he should not be considered as a recipient of bounty, as he was quite able to maintain his own footing.

A motion to the effect that it is the sense of the Association that Mr. Lloyd should be employed at the salary paid the secretary was agreed to.

Mr. Hubbard was then introduced by ex-President Mowry as his successor, after he had personally congratulated Mr. Hubbard on his new honors and warned him of the duties and troubles ahead of him.

Mr. Hubbard said he had accepted office under the circumstances in which it had come to him only as a good soldier obeys all orders. He said he had a good conception of what was coming, but he was not afraid of it. The doing of one's duty is always accompanied by some friction-even plant life, seemingly the least subject to the influences of strife, come to their fruition only after struggles with the elements and natural conditions about them. But he proposed to do what he believed to be right. We are organized for a purpose—the promotion of the common interests and the trivial matters we do not agree upon should be treated fairly and reasonably, and not allowed to effect an adverse influence.

On motion of Mr. Patten a vote of thanks was tendered the retiring officers, upon which Mr. Mowry expressed his satisfaction with his work of twenty years in this Association.

H. C. Hall of Paxton moved that the chair appoint a committee of five on inspection, who shall visit Chief Inspector Cowen and endeavor to secure a reform of the corn inspection. He held that as No. 3 corn has now become the commercial grade and by the bids of track buyers ("No 3 or better") is substantially accepted as No. 2, it should be so inspected to conform to the rules of the department. The committee was so ordered.

Adjourned to 8 p. m.

EVENING SESSION.

The evening session was opened by a verbal report by J. W. Radford of the committee on legislation. The committee has had no work to do at Springfield, of course, but it has kept up the agitatiou for a civil service law through the Illinois Civil Service Association, which has added the Association to its list of those interested in this movement. The committee thought that if the grain trade will take hold of the work of reform heartily a civil service law governing the employes of the grain and other state offices can be obtained at the next session. Mr. Deneen is for it, and Mr. Stringer was one of the strongest advocates of the bill the last session. The Civil Service Association has the record of all members of the last legislature on this question, which it is proposed shortly to publish. It is noteworthy that, as in Congress, at every roll call civil service won out; whenever a vote was taken viva voce it lost. It is now proposed to make all candidates show their hands before election. Grain dealers do not appreciate their own influence on elections, nor with the farmers, whose interest in non-partisan grain inspection is quite as great, if not greater, than that of the grain dealers. You, grain dealers and farmers, must pledge your candidates to vote for civil service reform before election.

Frank J. Delany proposed to amend the constitution to provide for the employment of a secretary by the directors, to take effect after the annual election of 1905. This is a good time to harmonize a year in advance, he said. The secretaryship has long been a source of discord. We can now remove the cause of future trouble by a change of constitution.

On motion, Messrs. Delany and Graham and Secretary Beyer were appointed to draft the amendments necessary to carry out Mr. Delany's ideas, and to change the term of office of directors (proposed by Mr. Patten) from one to two years after 1905, a part only of the directory to retire annually, and report immediately. The committee subsequently submitted the following amendments, which were, on motion, unanimously adopted:

Sec. 1, Article III, amended to read as follows: "The officers of this Association shall consist of a President, Vice-President, Secretary and Treasurer and a Board of Directors, consisting of the President, Vice-President and seven other members, a majority of which shall constitute a quorum.

Article IV amended to read as follows:

'Sec. 1.—The officers of this Association, except the Secretary, shall be elected at the annual meeting each year and shall hold office until their suc-

cessors are duly qualified.

"Sec. 2.—At the annual meeting of 1905 seven directors shall be elected, four for a term of two years and the remaining three for a term of one year. At each succeeding annual meeting there shall be elected either three or four directors, for a term of two years.

"Sec. 3.—The President, Vice-President and Treasurer of the Association shall hold office for a period of one year, or until their successors are

duly qualified.

"Sec. 4.—The regularly elected Board of Directors shall at their first meeting following the annual meeting of the Association each year elect a secretary of this Association, upon such terms of compensation as they may decide upon.

While the committee was at work, Mr. Wm. P. Sidley, introduced by Capt. Rumsey, made au address explaining briefly the wants of the city of Chicago now urging the constitutional amendment to be voted on next November, providing for a new charter to Chicago. This was the first of many addresses Chicago proposes to have made to the voters of Illinois outside of Cook County, urging them to vote for the amendment and thus help Chicago out of her financial and governmental difficulties.

On motion, adjourned sine die.

DECATUR CLIPPINGS.

Secretary Beyer provided cigars for the dealers at the evening session.

Everybody read the display cards of C. A. Burks, elevator broker of Decatur.

C. A. McCotter and J. J. Fitzgerald represented the Grain Dealers' National Mutual Fire Insurance

George A. Wells, secretary of the Iowa Grain Dealers' Association, was the only visiting state secretary.

The carnations provided by M. Vchon and J. G. Woodman, of Rosenbaum Brothers, lent local color to the sessions.

H. Stanbery, representing the Millers' National Insurance Co., Chicago, had headquarters in Room 3 of the Decatur Hotel.

D. D. Hall, of Tyng. Hall & Co., B. E. Miles, of P. B. & C. C. Miles, and Louis Mueller, of T. A. Grier & Co., were present from the Peoria market.

The Toledo market was represented by Chief Grain Inspector Edw. W. Culver, Charles Knox, of Reynolds Bros.; J. S. Wiley, of the United Grain Co.; H. D. Raddatz, with W. A. Rundell & Co.

Chicago was out in full force, representatives from that market being as follows: Chief weighmaster, H. A. Foss; National secretary, Geo. A. Stibbens; J. W. Radford and Gordan Hanna, with Pope & Eckhardt Co.; B. C. Baldwin, with Chicago Grain & Elevator Co.; W. M. Christy and A. W. Lloyd, with Fyfe, Manson & Co.; I. P. and H. A. Rumsey, of Rumsey & Company; Frank Baker and B. F. Traxler, of Baker & Traxler; C. H. Witthoefft, with Gerstenberg & Co.; M. Wehon and J. G. Woodman, with Rosenbaum Brothers; D. I. Van Ness, of Van Ness Brothers; George A. White, of United Grain Co.; A. E. Wood and H. L. Miller, with E. W. Bailey & Co.; Sam Finney and J. M. Maguire; W. M. Hirschey; H. C. Tait, with Warner & Wilbur; W. Crarer, with Hulburd, Warren & Co.; John F. Howard; J. D. Stacey, with Updike Commission Co.; John Beggs, with W. F. Johnson & Co.; James Hayde, with Creighton & Co.; Frank J. Delaney, with Nash, Wright Co.; L. S. Hoyt, with Montague & Co.; G. B. Ehle, with Ware & Leland; B. L. Coolidge, of Pacey-Day Grain Co.; M. J. Timberlake, with T. E. Wells & Co.; O. C. White, with H. Hemmelgarn & Co.; Samuel Manyas with W. H. Laidley & Co.; H. C. Hatterscheid, with W. R. Mumford Co.; H. C. Hall, of grain will be exhibited as usual.

with C. R. Clark; Harry Newell, with Rogers Grain Co.; H. J. Patten, of Bartlett, Frazier & Carring-

The machinery element was represented by G. T. Burrell, of Burrell Engineering & Construction Co., Chicago; T. M. Van Horn, representing Weller Mfg. Co., Chicago; M. Boatman and Frank Dawson, with Fairbanks, Morse & Co., Chicago.

The Decatur people that were seen at the sessions included R. C. Roberts, H. I. Baldwin, C. A. Burks, W. H. Suffern, R. I. Hunt, F. M. Pratt, Frank Evans, R. W. Chapman, W. Peck, J. F. Sprague, T. C. Harney, H. W. Hudson, Will Shellabarger, George W. Walker.

From the St. Louis market G. L. Graham and R. S. Green, of G. L. Graham & Co.; J. A. Connor, of Connor Bros. & Co.; T. C. Taylor, with Brinson, Waggoner Grain Co.; S. T. Marshall, of Calumet Grain Commission Co.; C. L. Wright, of J. L. Wright Grain Co.; F. P. Neal, with Cochrane Grain Co.; S. P. Jordan, with P. P. Williams Grain Co.

The East and South sent C. P. Wolverton, of Buffalo Cereal Co., Buffalo, N. Y.; Wm. S. Gilbreath and Bert A. Boyd, Indianapolis; Geo. H. Parvin, Cincinnati; J. P. Sledge, with Wisner & Co., Memphis, Tenn.; J. V. Metzger, Cincinnati, Ohio; H. H. Hughes, Nashville, Tenn.; John H. Bell, Nashville, Tenn.; W. H. Brinkley, Indianapolis, Ind.; D. E. McGaw, Atlanta, Ga.

A good attendance. It included the following: George Dunaway, Utica; J. M. Jones, Dewey; Edwin Beggs, Ashland; George A. DeLong, Foosland; J. A. Wesch, Arcola; H. N. Knight, Monticello: John P. Wrenn, Washington; G. C. McFadden, Havana; S. S. Tanner, Minier; Lee G. Metcalf, Illiopolis; J. P. Woolford, Galton; E. R. Ulrich Jr., Springfield; F. L. Ream, Lostant; Wm. Buehrig, Minier; E. F. Verry, Armington; T. D. Hanson, Villa Grove; F. S. Larison, El Paso; C. W. Savage, Virginia; B. Barbee, Auburn; John Rapp, San Jose; Abel Brooks, Bloomington; F. E. Barbee, Glenarm; R. B. Andrews, Macon; J. P. Sledge, Champaign; Harry Allen, Broadland; Fred Anderson, Allerton; J. T. Samans, Pierson; D. W. Burner, New Holland; S. A. Hayward, Tremont; M. H. Craven, Odell; J. E. Collins, Garrett; James Delaney, Niantic; E. Walker, Assumption; G. H. Hubbard, Mt. Pulaski; J. W. Barrett, Pekin; B. A. Turner, Edinburg; J. C. Hamilton, Bullardville; Matt Hogan, Seneca; Wm. Ernst, Carlock; Geo. L. Hight, Walker; W. O. Moyer, Chesterville; F. Fuson, Pierson; A. F. Gilchrist, Gibson City; A. P. Hill, Blue Mound; C. H. Faith, Warrensburg; A. M. Blythe, Gays; J. C. Roe, Hays; Frank Askern, Bloomington; F. L. Warner, Fisher; D. P. Morgan and O. P. Imogen, Ivesdale; D. M. Burner, New Holland; R. B. Webster, Lodge; E. W. Jokisch, Boody; Wm. Truitt, Findlay; H. B. Lanchant, Assumption; J. F. Beall, Niantic; O. C. Kaiser, Parnell; E. F. Unland, Pekin; George W. Smith, Waynesville; J. A. Hasenwinkle, Bloomington; J. R. Howell, Burrowville; Wm. Kleiss, Pesotum; G. W. Miller, Wapella; B. F. Tucker and H. W. Mathis, Morton; Wm. Noble, Foosland; J. A. Ellis, Deer Creek; A. Ritscher, Taylorville; Chas. H. Merritt, Dwight; A. B. Herdman, Morrisonville; Geo. L. Haight, Macon; E. W. Bockewitz, Harvel; E. W. Crow, Blue Mound; Thomas Ogden, Dewey; H. C. Hall, Paxton; J. H. Wilson, Danville; T. L. Bane, Bethany; V. Hawthorne and Albert Hiser, La Place; J. Nichols, Sodorus Cuppy and A. T. Moss, Kemp; Wm. Richie, Warrensburg; W. W. Berry and R. O. Augur, Breckenridge; P. E. Ballet, Edinburg; Mathias Tex, Velma; E. G. Hayward, Cookesville; John H. Doyle, Long View; F. E. Doyle, Arcola; J. M. Camp, Bement; Thomas New, Tomlinson.

CHIEF INSPECTORS.

The annual meeting of the Chief Grain Inspectors' National Association will be held at Milwaukee in connection with the Grain Dealers' National Association meeting, on June 22-24. Type samples

THE FIRE HAZARD OF ELE-VATORS.

[A paper by C. A. McCotter, read at the midsummer meeting of the Indiana Grain Dealers' Association at Indianapolis, on June 1, 4904.]

Regardless of what has been written and said relative to the fire hazards in country elevators, the education of the average grain dealer along those lines has but just begun. Of course, the failing that he has in his dealings with the fire hazard is the one to which humanity in general is addicted, which is a lack of appreciation of where the real danger lies. "A burned child dreads the fire." It will not carelessly expose itself to the danger from the same source in the future; yet other dangers will have no terrors until it is "burned" by them. This trait of human nature seems to stick to us from the cradle to the grave. Some wise men, I suppose, put it off on a child, but the chances are even that he was guilty of the act himself.

Let a man suffer loss by fire from a known cause and an insurance company is safe from ever having to pay a loss in the future on that man's property from a like cause. He will safeguard himself in every way imaginable, in his attempts to block that entrance against fire; yet he will pay no attention to hazards equally as great that exist and accumulate while he is setting a trap for the known hazard. We have an account of an elevator that burned a short while ago, owing to the fact that the cob house wall was frame and was built within six inches of the boiler setting. The brick setting cracked, sparks reached the woodwork, and the property was wholly destroyed. When the elevator was rebuilt, a twocourse brick wall was laid between the cob house and the boiler setting. This was a very wise provision, indeed, and if the owner had used the same precaution in the entire construction, he would have shown good sense. But no, he never had had a fire from any other cause, and he did not deem it necessary to guard against anything else. He put his sheller in an out-of-the-way place where it could not be reached conveniently. He knew that a sheller bearing would heat quicker than any other bearing in the house, but because the sheller had never burned his elevator, he did not consider it a source of danger.

Another elevator was burned from overheated dust in an adjoining dust house. When it was rebuilt, the dust house was placed forty feet away. No more fires from the dust house, but a gasoline engine with a flame igniter was put on the main floor. A leaky gasoline engine in a frame attached engine house burned an elevator less than a month ago. It is being replaced with a brick detached engine house, but with a dust house in the main building. Sparks from a locomotive dropped on an old shingle roof a week ago, but were extinguished with only a small damage. The old roof was torn off the next day and a new one put on, while the owner of the elevator allowed his men to collect the greasy waste along the railroad tracks and store it in a wooden box in his elevator to be used for kindling fires. These examples could be prolonged indefinitely, but they are sufficient to establish the point I have made.

Now, reasoning from cause to effect, is it not safe to assume that if the cause which has burned one elevator exists in another that the same effect is likely to be produced? And if the cause which burned one house is eradicated from another, does it not follow that the chance of fire from that cause is also eradicated? This is plain, simple reasoning; and, were it put into practice, the loss from fires in country elevators would be materially decreased.

The company for which I am secretary makes a specialty of country elevator insurance. The major portion of our work consists of compiling statistics, giving the causes of elevator fires, studying the hazards and determining which should be corrected in order to make a risk safe. Our force of inspectors in the field is going over

clevators every workday in the month, and it is our aim to perfect them in the hazards peculiar to country elevators. In this study all elevators look alike, because we maintain that if one elevator can burn from a frame cob house or a leaky gasoline engine. another can. Yet they report that the most difficult thing with which they have to contend is trying to impress elevator owners with this plain fact.

It is a common saying that elevators burn because the owners want them to burn. We do not deny that even among grain men there is an element of moral hazard, nor that any other property ean he burned more easily with less signs for detection than a country elevator. However, we will not admit that country elevators are burned for the insurance money any oftener-no, not as often-as other classes of property. Whether or not this is due to the high grade of men in the business we will not discuss; but when have grain meu suffered more than they have during the past two years, while elevator fires have been below the normal? We contend that an assignable cause can be given of the majority of elevator fires. An elevator is burned in the dead of night. It has not been operated for two or three days. A train has not passed it in five hours. "Burned for the insurance money" is the remark heard. It a post mortem examination could be made of the property, revealing the conditions as they existed just prior to the fire, it is a safe gamble to wager that a smoldering fire would he found. It was only last week that one of our inspectors went through an elevator and found corn silks in the dust house so hot that they could not be held in the hand. When the owner's attention was ealled to the faet he languidly said: "Oh, we will take them out soon." Now talk about incendiary fires all you will, but this is a sample of what we find every day in the week.

How many of you men insist that your employes make an inspection of the house just before closing time to ascertain if there are any hot hoxes? I venture to say that a roll call would not hring ten to their feet. Now, just imagine running a house to its full capacity for ten hours, and combine this with a careless employe who finds onc box too high or another too low to properly oil it and leaves it, and you will agree that it is a dangerous proposition to leave your property at night without a thorough inspection of every hearing in it. Our inspectors have reported fifty houses where they found bearings heated to a high degree at closing time, and the employe putting on his coat ready to go home. These are a few of the causes that burn clevators, some of which are blamed on incendiaries and locomotive sparks.

When you are told that your neighbor's elevator, or an elevator a thousand miles away, has burned from a certain cause, and that the same cause exists in your own house, eradicate it. Don't wait and let it burn you and then put a brick wall around it the next time. Over in Illinois is a man who has burned out three times during the past ten years. While this company would not like such a calamity to befall any of you, yet it would like to see its policyholders take a few of the precautionary measures that this man has taken. He has a steam elevator with a brick engine house, concrete roof and floor, brick stack, and a brick wall between the cob room and the power house. The elevator proper is iron-clad, iron-roofed, bins covered with iron and iron-lined, floors and ceilings covered with iron, iron elevator legs, and in his office there is not a stick of wood except the chairs and desk. This is going to the other extreme, but it only demonstrates the proposition pointed out in the first part of this paper, that the oftener a man is visited by fire the more care-

Ninety per cent. of the fires could have been prevented if the right thing had been done. At the door of carelessness is laid the blame of 50 per cent of the fires that occur; but I will not call it carelessness, although a sharp line would have to be drawn between that name and any

other by which it might be called. Grain men cannot afford to hurn. A fire at any time would mean a serious loss to them; and it is hard to believe that men who, as a class, are as successful as they are, and as careful in business as they must be, would allow fire to crecp upon them through the fault of carelessness. Lack of appreciation of the danger that surrounds them is the better reason to assign for the fire hazard that exists

Danger loses half its terror through familiarity with it. A railroad man is afraid of the sea and a sailor is afraid of the railroad; yet each in his own vocation sees no particular danger in the position he occupies, merely hecause he has become familiar with it. But that does not lessen the hazard of either's work. It is the same in regard to fire. A man who has had wood pulleys in the heads or in the boots of his elevator for a number of years laughs when told they are dangerous. He has heeome familiar with them. But laugh as he will, it is a faet that they are dangerous and have caused many fires. It is the same with other hazards. A smokestaek too elose to the roof will generate sufficient heat to fire the wood. A spark lighting in the grass around an elevator cost our company \$1,500. Steam pipes in contact with woodwork have eaused numerous fires. Spontaneous combustion of wet dust is a danger to fight shy of. Shafting getting out of alignment, due to the loading or emptying of the elevator, will often produce a hot box. For this reason a shaft should never rest on the hins. A farmer throwing a lighted cigar in a waste hasket caused us to mourn a few months ago. From this we might conclude that it would he safer to keep farmers out of your elevators; but as that would be too radical a measure to adopt, we will have to take our chances on a repetition of this. Mice and matches are a poor combination; but as it is easier to handle the matches than it is to handle the mice, they should always be kept in a tin hox out of reach of those pests.

These are a few of the causes that eat up the revenues of fire insurance companies. If these dangers could he impressed more forcibly upou each of you, and all other insurers, than can be done by this paper, insurance men would he made happier by a reduced loss ratio and insurers by a reduced cost. When inspectors visit you, learn where the hazards are that surround your property and eliminate them.

The property owners of the country pay for all the fire losses, whether occasioned by single fires or conflagrations, unavoidable causes or pure negligence of the owner or others. It may seem discouraging for the individual to try to reduce his insurance cost when his premium is placed in a "jack-pot" with everyone else and the fund used to pay losses on all kinds of property from all kinds of causes. But this is not necessary for the careful man who takes advantage of every facility for his business. To-day, nearly every class of business has a good mutual insurance company. For years the millers have used their own insurance companies, and now the elevator owners are patronizing their own company. There can be no question as to the result, compared with any other system.

ELEVATORS IN MEXICO.

A recent telegram from the City of Mexico says that a number of capitalists and grain dealers of that city will form a company with a capital of \$2,500,000 to build a line of grain elevators at points on the various railways passing through the wheat-growing regions of that country. The storage elevator to be built in the City of Mexico will have 750,000 bushels' storage capacity in steel tanks, the line houses about 35,000 bushels each.

The new system, which is a novelty for this country, will, it is hoped, as the telegram says, "prevent loss through improper storage and handling of grain and aid in giving stability to prices. The better conditions will also tend to increase wheat growing."

THE RELATION OF THE GRAIN DEALERS AND MILLERS OF INDIANA TO THE ATLANTIC SEABOARD.

[A paper by John W. Snyder of Baltimore, read at the midsummer meeting of the Indiana Grain Dealers' Association on June 1, 1904.]

The state of Indiana, situated in the center of what is known as the Middle West, has in its relation to the Atlantic Seaboard some individual features; and a hrief reference to its geographical position makes them very plain. Situated hetween the 37th and 42d parallels of latitude, extending about 275 miles from north to south, it differs from the states hounding it on the north, east and west in that it has hut a limited lake front. Lake Michigan penetrating on the northwest, with a shore line of only sixty miles and having but one small harbor, entirely inadequate, and offering no facilities as an outlet for the products of its soil and factories. An average point within the boundaries of this state is so remote frem the nearest lake ports of the adjoining states that the rail distance thereto equals a considerable portion of the distance from the same average initial point to the nearest Seaboard port. It is, therefore, very apparent that should any obstacle intervene to hinder the free movement of the surplus of your products along the shortest line to a favorable outlet your business will suffer; and no matter how slight the congestion resulting therefrom, it is a general condition the disadvantages of which are difficult of estimation and for this reason are uot fully understood or appreciated.

The advantages enjoyed by the states west and southwest of Indiana in having an outlet to the Gulf, which eannot be availed of by you, adds emphasis to your absolute dependence upon the allrail routes to the Seaboard; therefore, the shortest line and the lowest rate are matters of great concern and worthy of your most earnest efforts to maintain. Transportation enters more largely into the business in which you are engaged thau is the case in most other hranches of trade; and the cost of this service bears a larger percentage to the value of the property than any other articles with but few exceptions. Therefore, disadvantages in freight rates, small though they may seem to be, deprive you of the opportunity of doing business. and the lowest rate that can be obtained consistent with justice to the earrier is a necessity in the handling of your property; and there can be no stronger argument used in your efforts to maintain this equitable advantage than that of distance, and none that can appeal more foreibly to intelligent and independent railroad management.

For the purpose of showing Indiana's relation to the Seaboard, I give here the shortest workable rail distances in miles from cities in different parts of the state to the four Atlantic ports:

Balt.	Phil.	N. Y.	Boston.
Indianapolis706	727	817	970
Fort Wayne701	722	812	880
La Fayette770	791	881	989
Evansville821	917	1.006	1.179

Making an average of these four Indiana cities, we find upon this basis that Baltimore is distant therefrom 749 miles; Philadelphia, 789 miles; New York, 880 miles; and Boston. 1,005 miles. Upon the common sense of these relative distances, present differential rates were fixed, and being fair as between shippers, carriers and ports, they should remain upon that equitable adjustment.

The establishment of the freight differentials is elearly stated in Commissioner Fink's report upon the "Adjustment of Railroad Transportation," and I quote from that report as follows:

"The existing rates from Chicago and other Western points to the Seaboard eities have not heen established capriciously nor reached by gentle and harmonious methods. They are the result of many years of contention and struggle, involving ruinous rate wars between the different lines and repeated and protracted negotiations, in which concessions were necessary to arrive at an adjustment, finally culminating in the creation of board, or tribunal, in which all the lines were represented for the settlement of disputes and the maintenance of peace and stability. The history of these contentions and their effects upon the roads and upon business is one of the most interesting chapters in the record of the railroad development in this country. Beginning with eager rivalry and each line making rates independently and always with the view of securing the largest possible amount of business for itself, the differences to Baltimore and Philadelphia against New York were so great that wars were inevitable; and after most serious losses had been sustained and transportation demoralized, self-preservation, as well as the general public interests, required that destructive hostilities should cease and agreements be brought about on some basis of common justice and comparative equity. After several unsuccessful experiments the present basis of rates to the Seaboard cities was established."

If one looks at a map showing official classification territory, it is not a difficult matter to judge if one superimposes upon this map the several railway lines. It is an easy matter to determine that the natural outlet is by the pass through the Alleghany Mountains at Harper's Ferry-the same pass, the advantages of which were pointed out by George Washington a hundred and fifty years ago; the same pass through which the Chesapeake and Ohio Canal was constructed; the same pass through which the National Road was to be and was partially constructed; the same pass through which the Baltimore & Ohio Railroad ran its rails to open up to traffic and commerce that portion of our country once denominated the Northwest Territory. The only other natural pass is via those lines of railways centering at Buffalo. The pass across the Alleghanies reached via the Pittsburg gateway is hardly a natural pass. The pass through southwestern Virginia is not a gateway for the products, either agricultural or manufactured, for the state of Indiana. These lines of transportation, original pathways, have become great highways through which move annually millions of tons of commodities from Indiana and the adjacent states.

Your state is crossed, hemmed and skirted by a network of railways, and I used not refer in detail to the character of any of these lines. By reason of these lines and the tendency incident to the ownership thereof, it is natural that they who desire to get the long haul should wish to put your products through the long mileage via Buffalo. As an elaboration of this, the distance from Indianapolis via shortest rail line to Baltimore is 706 miles, while the distance to New York via Buffalo,

shortest rail line, is 895 miles. You are doubtless concerned chiefly in securing the lowest possible rate to the Seaboard. While, as I appreciate, it may be said that the amount of the rate is immaterial if the relative rate is just, desire to call your attention to the fact that while the lower the rate you have upon your commodities may not directly affect you, it does affect the agricultural population of this state and in their prosperity you naturally share. Your present rate to the Seaboard is based upon a differential accorded Philadelphia, Baltimore, Norfolk and Newport News below the New York-Boston rate. If this differential be wiped out, you must be relatively at a disadvantage because you would be thrown into sharp competition with the commodities raised in Iowa and Nebraska which now go by rail to Chicago, thence by water to Buffalo, thence by rail to New York and Boston, and to Europe through those ports. I do not mean to say that you are not in competition with this grain to-day, but it is easy to see that if the same rate be made to apply from Indianapolis to New York that applies from Indianapolis to Baltimore, the competition of Indiana grain with grain raised west of the Mississippi would be more keenly felt than under the present existing circumstances. A considerable portion of the grain raised in this state has heretofore passed through what might be termed the southern ports via Baltimore, Philadelphia, Newport News and Norfolk, You have built up trade with these ports. You are familiar with their systems of inspection and their grades have been established with a thought for your interests. You have accustomed yourself to their methods of business. You have become personally acquainted people who conduct your respective trades at those ports. They have learned your methods of business. They have visited you and have become personally acquainted, so that any change of condition which would produce for

ness to you. It appears to be conceded by all parties that free and untrammeled competition should be the basis, or, at least, one of the bases, whereupon to judge concerning this matter of freight rates. In the cycle of transportation free and untrammeled competition produces rate wars which benefit no one. It is advisable, therefore, that the rate should be so made that as between several ports it shall represent a fair relationship when all the elements have been taken into consideration. It has been recently shown, and doubtless all of you are familiar with the fact, that grain via Buffalo is apportioned among the several Buffalo-New York-Boston routes; that these rates are made by one man without regard to the routes leading to the southern ports. It is, therefore, a peculiar and inconsistent position to ask that there should be free and untrammeled competition, when the great metropolis of this country is itself bound by the Western Elevating Association at Buffalo and by the divisions of traffic between the Buffalo-New York-Boston routes; and how one can consistently ask

either of the parties a new market where the fluan-

cial standing would be unknown, where the methods

of business are uncertain, would not only disrupt

relations which were beneficial and pleasant to you

in the past but take you from markets that have

made your interests a study because of their near-

for relief when so surrounded is a mystery that probably cannot be explained, certainly not by any good logic.

In the recent hearing by the Interstate Commerce Commission in New York in the matter of differential freight rates to the Atlantic ports, an official of one of the Northern trunk lines testified that he favored making rates to all Atlantic ports uniform by reducing the New York rate to the lowest rate enjoyed by any Atlantic port. There was no bond given with this assertion; and as it came from a man who had formerly been in the employ of another trunk line, and had worked with great earnestness at the behest of his employers in behalf of the differential rates which he is now endeavoring to abrogate, it is probable that his statements, made for a special purpose, will not be regarded as binding upon his management; and should uniform rates to the Seaboard ports ever become a fact, it is within the range of certainty that uniformity will be accomplished by advancing the lower rather than reducing the higher rate.

In 1896 when this question of differentials was before the Interstate Commerce Commission the statement was made that it was proposed that the Baltimore rate should be advanced to the New York basis. If the ports of New York and Boston elaim that the Baltimore rate when applied to them is a reasonable rate, also a remunerative rate so far as the carriers are concerned, then it will appear that, Baltimore being so much nearer the grain dealers of Indiana, the rate to the latter port, when the same as to New York and Boston, must be unreasonable from the standpoint of the grain dealers and millers of Indiana, because of the shorter distance; and you can of right and with great force demand that reasonableness be considered from the standpoint of the shipper, and that the advantages of your proximity to a port on the Seaboard shall not be sacrificed in the interests of a more distant one.

Prior to 1882, railroad wars having followed closely upon each other, demoralizing business and involving enormous losses to the transportation lines as well as to those who had invested their money in railroad securities, a general demand came from the commercial, financial and transportation interests that rate wars should cease and that some tribunal should investigate and decide this disputed subject. As a result an agreement was entered into by the trunk lines to submit their differences to a commission composed of Allen G. Thurman, E. B. Washburn and Thomas M. Coofey. This commission organized by the selection of Mr. Thurman as chairman and Thomas C. Moore of Indianapolis as secretary. At the several hearings the railroads interested were represented. There were also present representatives from a number of the business organizations of the Eastern cities and others from many Western cities, including the Indianapolis Board of Trade. The decision of this commission was an exhaustive statement which carefully considered the foundation of differentials, viz.: Distance, cost of service, competition and geographical position; and it declared unequivocally in favor of a differential for the shortest distance. This decision has been regarded ever since as a settlement of this question except by comparatively a few interests that opposed the basis of settlement in the very beginning from purely selfish motives. It would consume too much of your time to repeat here in full this very interesting opinion, but as touching upon your position I will quote one paragraph of it as follows:

"As the interior is interested in the subject of differential rates, and as the sharpest competition in freights is encountered there, so its commercial classes are in favorable position to judge of the forces affecting them, it has seemed to us no weak evidence of the justice and necessity of the differentials that the preponderating sentiment in the interior was strong and decided that the differentials were just."

Since this opinion was rendered our country has developed in the most wonderful manner, but with it all there has come no change in the conditions which required the establishment of freight differentials in 1882. Being founded upon justice and equity, as between individuals and localities, they can never be abrogated while these cardinal principles are respected.

principles are respected. In 1857 the completion of the Ohio & Mississippi Railroad, which gave a direct through line from St. Louis to Baltimore, was fittingly celebrated by an excursion of representative business men from all parts of the country; and in welcoming the guests to this state, Judge A. T. Ellis of Vincennes. who represented the governor of Indiana upon that occasion, in his remarks dwelt upon the ties of friendship between the East and West made stronger by the completion of this work. He also referred to the benefits this state would derive from an outlet to the Seaboard, which, being the shortest natural route, would always insure the most favorable transportation advantages. Thus in 1857 was the idea of a differential in the minds of your people, and upon this foundation was constructed the Thurman-Washburn-Cooley opinion of 1882 and further enlarged by the decision of the Interstate Commerce Commission in 1898. The friendship existing between these sections is as warm to-day as it was in 1857, and there is no just reason why you should not at this day enjoy all the advantages of the shortest rail route to the Atlantic which nearly a half century ago was regarded as the great factor in the development of your state.

In conclusion, it may seem that having enjoyed for a long time the advantages consequent upon the freedom from rate wars, there is a possibility that you have forgotten the deplorable conditions which existed before the establishment of the freight differentials; and for this reason some of those present may consider that they have no personal interest in a matter which, because not properly considered, may be regarded as only a controversy between Atlantic ports and not affecting other localities. This mistake, if indulged in, may fasten upon yourselves a condition which will surely be to the advantage of those grain-producing sections which are most strongly competitive with you. Freight differentials, instead of being a matter of controversy between certain Atlantic ports, is a far broader question and affects localities to the extereme limit to which the differentials apply; and from a strictly business viewpoint the shortest line to an outlet is your line, and the port that is most accessible to you is as much your port for business as it would be if within the boundaries of your own state. Therefore, it is plain that your interests demand the maintenance of the differential because without it you will be deprived of the freight rate which your nearness to the Seaboard entitled you to, and it will, figuratively speaking, give you a position farther inland than you now occupy; therefore, as a matter of right you must demand recognition for the advantage of your position.

As has been heretofore stated, the equity of the relative interests of shippers, carriers and ports is so fair a proposition that there is nothing remarkable in the fact that the only opposition to this principle comes from a few, who, not being satisfied with certain advantages in other lines which they possess and which we have no desire to disturb, endeavor, with palpable selfishness, to assume all the privileges given by nature and gained by man's enterprise in other sections; and it is not for you to be influenced by any specious pleasing, but in your own interests you should consider carefully the question of distance, the question of fair and free competition, and the question of cost of transportation, resisting every attempt to make your business subservient to any port. especially one which can make no better plea than that of its own desires and its own self-importance.

New crop Texas oats began to move about June 2.

San Francisco received the first car of new barley on May 30. It sold at \$1.07½ per 100 lbs.

The first grain cargo from Manitowoc the present season was carried out on April 7 by the Pere Marquette No. 2.

The C., M. & St. P. R. R. is buying corncobs at Savannah, Ill., to be used as kindling wood for firing locomotives.

The Northwestern Elevator Company of Minneapolis now transmits quotations to its agents by telegraph instead of by 'phone.

The first reported sale of new Texas No. 2 red winter wheat reported was at a Dallas mill, about June 3, at 85 cents. The quality was excellent.

The first grain cargo of the season, consisting of 101,000 bushels of wheat, was unloaded from the steamer Newmount at Collingwood, Ont., on April 5.

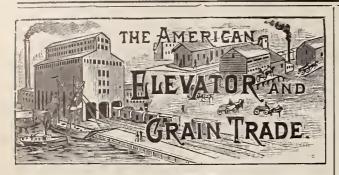
The Illinois insurance department has admitted the Grain Dealers' National Mutual Fire Insurance Company of Indianapolis to do business in this state.

The lake strike played havoc with Erie Canal business at opening of the season. Last year's tonnage, first nine days, was 188,176; this year, 114,429; grain shipments, first twelve days, 1903, 30,000 bushels; this year, 2,000.

Kansas City and other Southwestern towns wired that wheat cutting had started in Oklahoma and Kansas. The crowd acted as though the news was sufficiently calamitous to imperil the stability of the government,—Pope & Eckhardt Co., June 6.

The corn prize of the Fair Association of Hutchinson, Kan., is an offer to buy the best load of corn shown at \$2 per bushel and 25 bushels of the second best lot at \$1 per bushel, the corn to be the property of the Association and used for seed.

The constitutionality of the Ramsey Law of Nebraska will be tested in the state and not the federal courts, the federal court at Omaha having ordered the test case (Farmers' Grain and Elevator Company of Virginia, Neb., vs. K. C. & N. W. Ry.) returned to the Nebraska courts at Lincoln.



PUBLISHED ON THE FIFTEENTH OF EACH MONTH BY

MITCHELL

(INCORPORATED.)

OFFICE:

Manhattan Building, 315 Dearborn Street, CHICAGO, ILL.

A. J. MITCHELL		
Subscription Price,	-	\$1.00 per Year
English and Foreign Subscription,	-	1.60 " "

ADVERTISING.

This paper has a large circulation among the elevator men and grain dealers of the country, and is the best medium in the United States for reaching persons connected with this trade. Advertising rates made known upon application.

CORRESPONDENCE.

We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

CHICAGO, ILL., JUNE 15, 1904.

Official Paper of the Illinois Grain Dealers' Association.

BUYING GRAIN ON ITS MERITS.

Editor Wallace's paper, read at the Iowa meeting, on "Buying Grain on Its Merits," is theoretically invulnerable in principle. Grain that is good, bad and indifferent in quality should not, of course, all be paid for at one and the same price; should not be subjected to one and the same dockage, which represents the average the dealer can afford to pay.

But has not the marketing habit of farmers practically made that rule a necessity with the dealers? Is it not a fact that so few farmers differentiate the various qualities of their own eorn, say, that it has become useless for grain buyers to provide different dumps for the theoretically different qualities of corn? It is not the dealers' fault, nor the inspectors' fault, nor their combined faults wholly, that have brought about the condition at Chicago that only about 10 per cent of the corn any longer grades as good as No. 2.

The farmer does not take the trouble in the spring to sort over his corn before shelling to throw out the damp and moldy ears nor to clean his grain at the sheller; nor does the Northwestern wheat grower keep the screenings and tough wheat to feed to his own sheep or fowls on his own place; rather, both hope to work the dirt off on the easy dealer for sound grain, and both complain of his unfairness when he objects. The agricultural press rarely inveighs against this practice, sufficiently notorious, although it is prolific enough in its criticism of the grain buyer's said-to-be natural disposition to "hog all the cream" as well as the skim milk.

The agricultural press should join with the dealers in encouraging both "the growth of improved varieties" and their differentiation at

the farm cribs and granaries, as well as their marketing in unsophisticated condition. Let the farmer do his part, and, our word for it, the dealer will be only too glad to cooperate with him to pay the price of good grain and maintain its quality until it gets to the consumer.

ILLINOIS ASSOCIATION.

The Illinois Grain Dealers' Association, on June 15, again passed successfully a erisis, and by an amendment to the constitution, making the secretary the employe of the board of directors and not an officer to be elected by the Association, it has removed a grave source of danger. Every year there has been discord over the secretaryship election; when, as in 1903-4, such a cause of discord is carried over a whole year, to be renewed a second time at an annual meeting, it becomes a menace to the Association's integrity. Happily, that cause of danger is now removed.

At the first opportunity the Association should go further and remove a second cause of discord—the local association system. The locals are absorbing the strength of the parent body—getting into the way, as the old saying is, of having "the tail wag the dog." The locals should be abolished, and the methods outlined in Mr. Wells's paper substituted. On this plan Iowa, Nebraska, Kansas, etc., operate, and their signal success, compared with the partial success only of the Illinois-Ohio-Indiana system, is sufficient evidence of its surpassing merit. The locals may object for the immediate present, but their patriotism to the cause will eventually lift them above their own adherence to the present imperfect system, and then a strong and forceful state body will be erected on the present foundation.

The coming year will be a busy one and a most important one-never any more so; one that requires perfect harmony and coöperation. The Association is to be congratulated on having so strong and sane a man as Mr. Hubbard of Mt. Pulaski to guide its course. His character is an earnest of progress and his administration will assuredly be a most profitable one.

ONE CAUSE OF FAILURE.

It has been said by some shrewd observer that comparatively few men really thoroughly know their own business; that is to say, few acquire the complete mastery of the technical details or have a masterful appreciation of the necessity of watching every detail, that alone can bring commanding success. At the bottom the difference between an L. Z. Leiter and a country dry goods merchant is not so much one of original capital or opportunity as it is of technical knowledge, preparedness and the ability to take pains.

The paper on "Testing Scales," by H. A. Foss, at Des Moines, and the annual address of President Cortelyou to the Kansas Association, printed in this number, are both full of suggestion on the thought we have tried to express. Country grain scales are quite as likely to weigh against the dealer as for him, yet scales are seldom examined, tested or overhauled to correct them by the man who does business on the basis of their records.

the country shipper, yet President Cortelyou tells us that it is exceedingly difficult to get grain dealers to make the kind of reports of the shortages they suffer, that the officers of the associations may use them to arrive at a basis for reform.

The dealer, in other words, will complain of injustice and the neglect of others, which he thinks causes him loss, but he will not give himself the trouble to make an effort, direct or indirect, to help himself, except under most urgent necessity or stimulus.

It was not in that way that the late Frank H. Peavey, P. D. Armour, Chas. Counselman and many others made their money in grain. Success is essentially the art of taking pains. Few learn this secret.

NATIONAL PRESIDENCY.

There has been very little "politics" heretofore in the election for president of the Grain Dealers' National Association. For a number of years, indeed, the office sought the man; and if it did not have to hire one it was because of the incumbent's devotion to the cause. When, after long service, Mr. McCray of Indiana was succeeded by Mr. Lockwood of Iowa, the office began to have its attractions, not for the honorarium, which is still of the left-handed sort, but for the honor; and since Mr. Lockwood's time the only principle that has appeared to govern the selection of a president has been either a matter of promotion or of transferring the honor from one bank to the other of the Mississippi River. Following, then, the apparent precedent of the past, the presidency this year should go to either John W. Snyder of Baltimore, as first vice-president, or to L. Cortelyou of Kansas, second vice-president, with the geography of the case in favor of Mr. Cortelyou as a Western man, President Grimes of Ohio representing the East, so to say, for the past year.

DIRECTORIAL PIGHEADEDNESS.

For downright pigheadedness commend one to the directory of the Board of Trade of Columbus, Ohio. Here is a body whose corporate purpose doubtless is, in imitation of similar bodies elsewhere, to safeguard and foster the commercial interests of the city of Columbus. Naturally its powers are exerted through committees; and presumably these committees, as in all wellregulated institutions, are selected from experts in the trade or business coming under their direction.

In Columbus, however, it is different. There the grain committee, at least, of the Board, does not and for some time past has not contained a single grain dealer or grain expert. Rather, in order to punish, apparently, the grain trade of Columbus for the error of having made suggestions concerning the welfare of the grain trade of the city, the directory, months ago, made certain appointments which the trade especially advised against: and then, when the grain men presumed to protest, appointed a grain committee containing not one person interested, directly or indirectly, in the grain trade, which kind of committee the directory has for the current year, after weeks of delay, reappointed. This committee now contains a whole-Shortages are the ever-present bête noir of sale grocer, two wholesale druggists, a wholesale general merchant, and one wholesale hardware man, in the appointment of whom it is not known that any of the Columbus grain dealers, members of the Board of Trade, were consulted.

What manner of business men do they have on the Columbus Board of Trade, who so flagrantly ignore the common decencies of neighborliness in business?

NATIONAL ASSOCIATION.

It can hardly be necessary to remind any grain dealer that the coming annual meeting of the Grain Dealers' National Association merits his attention, both as a business proposition and as an outing. While the man who deliberately takes his business relations to his cotemporaries in trade in a perfunctory manner may read the printed report of the proceedings in these columns a month hence, he who fails to attend that meeting in person will as far miss its true kernel as she who buys the hothouse kind of English violets in March in Chicago fails to get the real article as it grows in nature in our "Sunny Southland," with a perfume like a dream of paradise. And this, too. merely from the point of view of the business man.

The time is apropos to him who, taking his outing, must needs study economy of expenditure; for "all the world" will sell one-fare rates to Chicago for the convention, and there will be a low rate thence to Milwaukee, as Secretary Stibbens announces on another page. Then, even if the Milwaukee Chamber of Commerce had not undertaken specially the entertainment of the members and their ladies, he would be a sad man indeed who could not "have a good time" in Milwaukee in June. It's up to you to be there, Mr. Reader.

GRAIN STEALING AT PEORIA.

Peoria has been suffering as every market must suffer that in the least temporizes with the problem of grain car sweeping and the youthful grain thief. Not that the Peoria Board of Trade has itself been unmindful of its duty; but in Peoria, as in certain jurisdictions in Chicago, the police courts have not recognized their duty to adequately punish the juvenile thieves and their allies who get rid of the grain. The city ordinances are amply comprehensive to cover the situation; nevertheless, petty grocers, thrifty but unscrupulous women, and no end of boys, have been for months plying a busy trade in pilfered grain, until the Board of Trade has found it absolutely necessary to take action.

Early this month, then, President Clark of the Board sent notices to the grocers and feed dealers who have been buying the stolen grain that they would be held to a strict accountability for grain bought from boys and car sweepers; to railroad detectives asking them to redouble their vigilance; while the police and the sheriff are notified that all the railroads and nearly all—if not, in fact, all—of the grain receivers in the city have refused to license any individual whomsoever to sweep out cars; and that any and all persons, other than regular employes, found doing so, are engaged in an unlawful act.

If, now, the magistrates will but cooperate posal of the trade to put a stop to the nuisance. with the Board and the police, Peoria will soon It's a hard matter to correct old abuses. Men

recover from the effects this intolerable pilfering may have had on that market. The Board of Trade, at least, is in dead carnest to put an end to the nuisance.

BIDWILL DECAPITATED.

Gov. Yates has added no "cubit to his stature" nor heightened the dignity of his administration by his post-convention slaughter of the ingrates of his own household, human as may be the motive of his action. Jos. Bidwill, at least, as one of the decapitated, was philosophical, as becomes a political gamester; for commenting, in a somewhat mixed metaphor, on his own dramatic removal from the Illinois grain inspector's office, he said: "I'm a good soldier, and take my medicine when told what the dose will be." In other words, as a representative of those who played the particular kind of politics that slaughtered their own official creator, appreciating what such a game might involve to themselves, he voices the fate of all: "I wait until it happens," knowing well that the worst will happen.

But to the patrons of the Illinois grain inspection department the swish of the Governor's ax means something more than the removal of ungrateful placeholders. In the grain office, at least, another upheaval has taken place; some old employes are gone, some new ones are in their places-not because there was any question of their incompetency or competency, but merely because the party autocrat willed the change, and has executed his will in defiance of the administration's repeated assertion that the grain office "is run on civil service principles," notwithstanding there is no law requiring it. No question of the influence of the change upon the service entered into the motive of the Governor's act; he willed to "get even"; and even it is. All that can be said now is that Mr. Cowen, the new inspector, though lately a grain buyer, is not a trained grain inspector; Mr. Bidwill is, but these facts may or may not mean anything to the grain shipping

The episode suggests again the question, How long must the public endure this system of playing at political shuttlecock in the grain office? A change of chiefs is expected when an administration changes; but the system that makes it necessary for the employes to "take their delegations to Springfield and deliver the goods right," every two or four years, is getting to be intolerable to business men and should be abolished by law. The republican platform has its civil service plant. Next winter the party should be held strictly to their promises, and in the meantime every candidate for the legislature should be made to declare himself on this principle, no matter what his party, and be voted for accordingly.

CREDIT SYSTEM OBSOLETE.

Texas dealers, like all others shipping grain to the Southeast, are still confronted with the annoyance of the credit system in that trade—that is, the habit of delay in paying consignors' drafts. It is an old story. The worst of it is that no one seems to have a remedy at the disposal of the trade to put a stop to the nuisance. It's a hard matter to correct old abuses. Men

are creatures of habit; and the credit habit is one that the South has approved by the practice of generations.

But even the credit habit might not be insuperably objectionable if it were not coupled with the even more offensive habit of turning down stuff—"not up to grade"—on a falling market, a practice not wholly confined to the Southern buyer, one is compelled to remark.

The problem is not one to be disposed of offhand nor with a ready-made prescription of commercial "stomach bitters"; but if someone could but invent a way to make consignees affected with the credit and rejecting habits understand in a concrete way that honesty is, at least, the best policy in business, the end of the annoyance might not be far off.

NATIONAL TRADE RULES.

The committee on trade rules of the Grain Dealers' National Association would be glad to have members of the Association offer any suggestions as to new rules or modifications of the existing rules. These will be found on pp. 88-91 of the "Blue Book of the Grain Trade," now in the hands of all members. Suggestions should be put in form at as early a moment as possible and forwarded to the chairman, C. A. Burks, Decatur, Ill., so that the committee may pass on them before the convention meets; or, if that is impracticable, they should be put into his hands at Milwaukee at the earliest moment, as the committee will be called upon for a report at about 10 o'clock a. m. on Thursday, June 23.

THE DIFFERENTIAL HEARING.

The attempt of New York and Boston to have the differential rates to Philadelphia and Baltimore abolished is championed by those cities as the cause of "free competition, free enterprise and the perfection of economies." But John W. Snyder of Baltimore, in his address to the Indiana dealers, demonstrated that this is a wholly false plea. It is the differential, not its abolition, that formulates in the rate the doctrine of "free competition" and the "perfection of economies." It alone vitalizes the principle that the short haul, the lesser distance, and the economies of the natural gateway should be felt in the rate. Why should Philadelphia, which is 90 miles, and Baltimore, which is 110 miles, nearer Chicago, and both much nearer to Indiana points, than New York (to say nothing of Boston), pay the same rate as New York? It is only the commercial greatness of New York and Boston that gives their desire to regain control of a traffic that the logic of nature and events alike has taken away from them any standing before any commission or tribunal; and this desire has already been exhaustively inquired into by the Thurman Commission and the Commerce Commission itself, both of which bodies have affirmed the natural justice and the equity of the differential rate.

Its abolition now would be revolutionary in doctrine and equally so in its effects upon the commerce that for twenty years has gone through the Harper's Ferry gateway of the Alleghanies unimpeded, and necessitate a complete readjustment of the grain trade in much of the Ohio Valley and in a large part of the Mississippi Valley as well.



Attend the convention that will make Milwaukee famous.

New Orleans and Buffalo are candidates for National convention city in 1905.

The strike of the masters and pilots tied up lake traffic during May, but it has now about petered out—the better class of the men resigning from the union and resuming work.

Don't forget the Ohio Association meeting at Put-in-Bay on June 28-July 1. It will be a "dandy." Write J. W. McCord, secretary. Columbus, for program and railroad rates.

Wall Street has been taking pretty heavy purgatives lately, and naturally feels more respectable. But Wall Street's respectability alone can't inject life into many of her queer "lithographs."

Isbell & Co. merely took in the money their "Cereal Mutual" advertisement brought them and then jumped their debts. Nothing is so easy to work as a cheap swindle. It takes work to get money honestly.

Indiana shippers are in dead earnest about wanting a railroad commission in that state; and it looks now as if they would get one, too, thanks to knowing what they want and their intelligent campaign to get it.

The per diem charge for use of foreign cars has been a qualified success; so much so that the roads will probably never return to the old mileage system. However, it has been found in practice that 20 cents per day per car is too low a charge, and this rate may be increased.

Some more coöperative companies are getting tired. At Clinton, Minn., the farmers have leased their house to H. C. Stebbins; at Brownton, Minn., they have abandoned the business and sold their property; at St. Peter, Minn., they have sold out; at McIntosh they are suing their manager for \$1,000 alleged shortage.

The Kansas Association is wise in keeping itself free from entanglements with the newly organized federation of commercial bodies in that state whose aim is to force the state railways into readjustments of rates on a lower basis and to bind them to such lower rates by legislative enactment. Without going into the merits of the federation's campaign (doubtless there are merits), the temper of the movement seems to be unnecessarily heated; while the reforms that stick are usually the work of more conservative methods. If grain men wish to take part in this work, they are at liberty to take a hand as members of the Central Grain Trade Association of Wichita, recently organized; but in view of the intimate relations of grain dealers and railroads, the Kansas Association does well to recommend to its people to keep their heads and their tempers in this controversy, at least for the present.

Strikes on the lakes and in the Buffalo houses having for the time being destroyed lake navigation and the business of the lake elevators at Buffalo, the union clevator workers in Buffalo have had the assurance to demand that a certain number of men shall be put to work in the various elevators, whether these elevators are receiving grain or not, or need the services of the men or not!

A meeting has been called to be held at the Auditorium Annex on June 28 to oppose the "uniform bill of lading" which the railroads propose to make effective October 1. Over 200 organizations will be represented, including the Grain Dealers' National Association. This proposition is a most unfair one, and every influence possible should be exerted to prevent the use of this form of B/L.

The Ohio Shippers' Association has solved the reciprocal demurrage problem by an agreement with the railroads to "reciprocate," which seems to be mutually satisfactory. Of course, sometimes and in some places and with some people, nothing can be done to "restore order" but to use a club or a gun. In Ohio they did neither; but, then, when you find a Barkis who is willin' there's generally a Peggotty also who is willin', too. J. W. McCord is secretary of this Association and will no doubt gladly send information as to this agreement and the work of the Association to all interested in it.

U. S. Consul Harris at Mannheim says the reason the demand for American wheat has fallen off in Germany is that "corners" on this side have raised the price above Russian and River Plate offerings. The consul must not believe everything he sees about America in the German newspapers; and at any rate, as long as American wheat is consumed at home at better prices than it will bring abroad, Russia and the Plate River are welcome to the foreign market. We won't begin to feel bad until we have to knock off on the price. Of course, the ideal status for foreign trade is to be able to sell just a little lower than any competitor—when you want to or have to do it.

In explanation of President Hill's saying that, "The clock of the Mississippi River struck twelve twenty years ago, and will never strike again," the Railway and Engineering Review says the reason is that, "In the first place, nothing grows on the river but has to be brought there from interior points, involving handling charges, in addition to local transportation charges, which, added to the rehandling again necessary at the Gulf ports, amounts to more in the way of costs than can be overcome by the mere difference in movement charges. Interior water channels serve a valuable purpose and in the absence of railway facilities should be preserved to transport local shipments, but when once merchandise of any character is on board the cars all hope of the river coming in to interrupt its continued passage by rail must be abndoned." This is perhaps true; but our

good friends, the railways, forget, or fail to dwell upon, the rate-controlling factor, which makes waterways profitable to the public, even if they do not float a pound of freight a year.

The California wheat growers are agitating the handling of grain in bulk to escape the bag and bagging expense. This might be a practical economy so far as it might appertain to wheat for domestic consumption only; but as export wheat must be bagged when shipped to Europe or the Antipodes, it is difficult to see how the growers can escape this charge. It might be transferred visually to the exporters, but the cost must in any event come out of the grain.

The argument of the Chicago man that national inspection of grain would be a good thing because it would bring uniformity is so far sound; but as uniformity can be had in 30 days' time whenever the exchanges desire it, that argument should not be allowed to weigh against the valid objection to the politics national inspection would inject into the department, which is now the real curse of all state inspection systems, which give uniformly less satisfactory results than do the inspections controlled and directed by the exchanges themselves.

The Illinois Supreme Court has defied a motion for a rehearing in the Weare case. The Weare Commission Company, it will be remembered, established a branch house at Princeton, Bureau County, and proceeded to sell options. The Company printed at the bottom of each sale slip the statement that the purchase provided for the actual delivery of the grain. In its decision, rendered at a former term of court, the Supreme Court held that the branch house was a bucket-shop pure and simple, within the meaning of the law, and that the said state ment was only an attempt to evade the law. This means that every branch office, even of a firm in good standing on the Chicago Board of Trade, doing business according to the rules of the Board, is subject to treatment by grand juries as a bucket-shop and is subject to indictment and fine; while the customers who plead gambling may escape their debts by virtue of the same decision.

The first published fruit of Mr. F. J. Delany's recent trip to South America appears in the form of a brief pamphlet sent out by his principals, the Nash-Wright Company of Chicago, entitled "Argentina from a Grain Man's Standpoint." It covers, in brief but singularly succinct form, about all a grain man really cares to know about the grain trade of Argentina and its future prospects, so far as these may be indicated by present conditions on the farms. The great demand on our space precludes such notice as we would like and hope to make later of the results of Mr. Delany's inquiries, but we may quote a single statement from the "foreword" that it may be well for the trade to bear in mind when considering grain statistics from the Argentine credited to that government. It is this: "Exact figures on any subject or detailed statistics in any line arc impossible to obtain in Argentina for any period of years, but within the last four years

the Argentine government has had a statistical department that is efficient. The previous lack of any organized statistical system is felt by this department as well as by the visiting investigator. Even now the system of obtaining vital statistics is not accurate. For instance, the government estimates as to grain acreages are based on the reports of thrashermen, not upon figures from the tax books or from figures presented by expert reporters. Such figures cannot be accurate, though they are the best obtainable and may be fairly correct."

In Montreal the question is asked, "Does brewer's grain[s] injure milch cows?" question applies to wet grains; and it may be answered, probably not, when fed in moderation and in connection with other foods. But the New Jersey Experiment Station some years ago, by an exhaustive series of tests, demonstrated that while brewers' grains, wet, are not particularly desirable or economical cattle food, brewers' grains, when dried, are highly to be recommended. Cattle do not thrive naturally on "slops" any more than men thrive on mushes and other forms of wet food. Both get the best results from foods that must be thoroughly masticated.

The secret of immunity from elevator fires is to remove the removable causes. That these can be removed by proper sort of diligence Mr. McCotter's paper, read at the Indianapolis meeting, demonstrates. The company he represents, in a career of about eighteen months, has been able, through the selection of risks and inspection of properties insured, to reduce the number of fires from interior causes to one, and that one was from the careless throwing of a cigar stub into a waste basket in the office. "If," he said, "we could get the fire loss confined to causes which are beyond the control of the elevator owner we could make a very low insurance cost. Such a condition will be reached only when every policyholder uses every precaution and realizes that a loss is not merely his own, but a burden upon his fellow grain dealer and the future cost of his own insurance."

Charles S. Bash once contribhted to the Ft. Wayne Daily News a well-written resumé of the proceedings of the Indiana Grain Dealers' Association, at the request of that journal, and Secretary Riley has done the same for other Indiana papers in the case of other meetings. This is an innovation in the current practice of association men that might well be worth repeating. Few daily papers send men to these meetings or pretend to report them correctly; fewer still treat them fairly; yet their proceedings, properly reported, would open the eyes of the "knocker" class of farmers to the injustice of their common charge that the associations owe their existence to the dealers' purpose to "hold up" the farmer. A great deal of misapprehension of the aims and purposes of dealers' associations—which is encouraged by a bi-monthly journal which tries to convey the impression that it contains secret instructions or information which the grain dealers who read it should sedulously conceal from all farmers-might be removed by a frank publication of the essential won't permit it to receive race-gamblers' money,

features of grain dealers' meetings in the daily press, prepared by the secretaries or other qualified persons.

It is announced that the Interstate Commerce Commission will hereafter, in determining the reasonableness of freight rates, take into account the real value only of railroad properties as represented by the money actually expended in their construction. There would be some rare scuttling of general rates in some parts of the country if this rule is practicable. It is certainly a fair proposition; for it is an outrageous principle that common carriers may water their stock and securities ad libitum and yet make the public pay interest on the aqua.

Jimmy Butler seems to have lost his job in Kansas as a result of the election of a new board of directors of the Farmers' Coöperative Grain Company at Topeka on June 9, the C. B. Hoffman faction winning out by getting seven of the nine directors. Mr. Butler has been drawing a salary of \$3,000 annually, chiefly, so far as appears, for "looking pretty." Promoter Gaines, who, as "official printer," was nearly as well taken care of as Butler, was also frozen out and has become pessimistic. But Hoffman, who owns some 20 or more elevators on his own account, which are in competition with the farmers' houses, may fairly consider himself on "easy street," so far as this end of his business is concerned.

The relations of grain dealers and millers in the Southwest, in Indiana and other parts of the winter wheat belt especially is a veritable problem. It is to be noted, however, that millers are building more and more elevators in the Southwest and invading the shipping towns as fast as their milling requirements increase. The grain men might stop to consider whether this is a more desirable feature of the business than permitting the millers to get what grain they need without a struggle for it. The course of some elevator men in trying to "hog all the grain," and of those who supply millers who are willing to buy of the elevators with badly sophisticated grain, is driving the millers into the grain business for self-protection. There is no reason to expect that, if forced into the business, they will be content to buy only for themselves; they will, on the contrary, very naturally handle all the grain they can get. Most millers would, however, be content to be millers only, if treated fairly.

C. A. King & Co., Toledo, make the sensible suggestion that the Western Union Telegraph Co., having seen a new light and ceased delivering race-track news to the pool rooms, because such revenue is "ill-gotten gain," boards of trade may very properly now remind the W. U. Company that a greater evil than the pool room, the bucket-shop, could not exist a minute without its aid and that of other telegraph companies. King & Co. truly say: "Bucket-shops not only hurt sucker patrons but injure the farmers by keeping prices depressed, and thus affect all branches of trade. The telegraph companies would in time receive increased revenue if the business was sent through the legitimate channels." At any rate, if the company's conscience

it certainly should reject that of the skin gamblers of the bucket-shop. Members of the grain trade, as well as the exchanges, should agitate the question. A resolution adopted by the National Association might be of benefit.

It is announced from Washington that the investigations of grain trade technicalities carried on by Mr. Scofield for the Agricultural Department last year will be continued this season. The work to be done is to again visit the grain inspection centers and endeavor "to establish more uniform and definite rules for grades," as well as to put into the inspection offices the apparatus already devised to assist inspectors in the more scientific inspection of grain. These are, of course, now thoroughly familiar to the trade. The Department does not favor forcing these ideas or apparatus on the trade by law; and its progress toward uniformity will doubtless be as slow as that of the Chief Grain Inspectors' National Association, to whose labors the majority of the grain exchanges of the country have been quite indifferent thus far. It will not be understood, however, that the Department, any more than the inspectors, fails to appreciate the fact that the practice of sophisticating grain in the hospitals to the limit is having its effect on European buyers who have lately been buying in other countries whose sales by samples are preferred to American inspection certificates, since differences in sample sales may be settled by ruling of a board of arbitration at the port of entry, while a certificate is final. Capt. J. O. Foering of Philadelphia, commenting on this matter recently, said to a Ledger reporter: "Backed up by some of the leading European importers, the Liverpool Corn Association has already notified the various commercial exchanges throughout the country that a uniform grading of grain is absolutely necessary if American exporters wish to retain any of the European trade. Grain passing a suitable inspection in this country is often found defective when it reaches its destination, they contend; but if it is accompanied by a suitable certificate of inspection, no matter in what condition it arrives, the importer must be governed by the certificate. By the sample method, which the importers threaten to adopt, all such danger is eliminated, and the buyer pays for the grain in the condition in which it is received." As noted elsewhere in these columns, the special committee, of which Captain Foering is chairman, composed of representatives of about twenty-two commercial organizations throughout the country, has had this matter under advisement for some time. Its report, which favors the adoption of the New York Produce Exchange grading rules for the inspection of all export grain at Atlantic ports, has just been submitted to the thirty-nine exchanges and boards of warehouse commissioners in this country. It is hoped by the committee that all may agree to adopt the rules, so that a beginning of uniformity may be made and the reform fairly started. For uniformity must come eventually; the question is simply whether it will come by agreement of the exchanges or be forced upon the trade by Congress. The exchanges now have the right of way on the ques-

TRADE NOTES

E. Lee Heidenreich, the well-known designer and builder of grain elevators, has removed his head-quarters from 541 Rookery to 1738 Railway Exchange Building, Chicago, Ill.

Bulletin No. 8 of the Jeffrey Manufacturing Co., Columbus, Ohio, is devoted to electric locomotives for use in mines. It shows a number of different types of these locomotives and tells why they are superior to other means of handling mine cars.

"Graphite as a Lubricant" is the title of a booklet issued by the Joseph Dixon Crucible Co. of Jersey City, N. J. The booklet treats on graphite from scientific and practical standpoints and gives notes upon its manifold usefulness as an accessory for engineers.

Elevators owners who have used Dixon's Silica-Graphite for exterior painting say that it makes a most serviceable finish for metal-clad houses. Some of the largest houses in the country are painted with this paint and the results are all that could be desired.

The N. P. Bowsher Co. of South Bend, Ind., have a fine display of their full line of feed grinding mills at the World's Fair on Block 10, Aisle G and I of the Agricultural Building. One mill on exhibition is particularly unique, a large part of its outer casing being made of glass so that the interior action can be plainly seen.

The business of the Des Moines Scale & Manufacturing Co. of Des Moines, Iowa, has outgrown its old quarters and the company has recently moved to a very desirable building at 96-98 East Locust Street. Business has been very prosperous under the management of L. A. Altona and a constant demand exists for the company's scales throughout the Central and Western states.

The latest catalogue of the New Era Gas Engine Co., Dayton, Ohio, is a 16-page booklet describing and illustrating the New Era Gas and Gasoline Engines. It tells what the New Era Engines are, how they are built and where they can be used to advantage. The catalogue goes into particulars as to construction and shows some of the stronger features of the New Era Engines in detail. Elevator owners who contemplate installing a gas or gasoline engine will find this catalogue most interesting.

The Foos Gas Engine Co. of Springfield, Ohio, are mailing Circular No. 65, which calls attention to the "Points of Advantage" of the Foos Gas and Gasoline Engine. The circular differs from the stereotyped form, inasmuch as it goes into the details of construction of the Foos Engines and gives all the facts that a prospective purchaser can possibly want to know about them. Every detail is gone over thoroughly and after one has read this circular he knows just what the Foos Engines are and what they will do. Anyone who contemplates buying a gas or gasoline engine should send for a copy of this circular.

C. A. Burks, the elevator broker, Dccatur, Ill., reports a number of important sales. One is the sale of the Keiser & Holmcs Elevator Co.'s lumber yard at Gibson City, Ill., to Cowen Bros. of Hoopeston, Ill. The latter were formerly in the grain business at Wellington, Ill., where they were very well known. They are fortunate in securing a lumber business so well located as that of the Keiser & Holmes Elevator Co. at Gibson City. Possession was given on May 10. These gentlemen will move to Gibson City at an early date. Another deal of importance is the sale of the Keiser & Holmes Elevator Co.'s plant at Garber, Ill., to Suffern, Hunt & Co. of Decatur. Garber is a good grain point, located on the Wabash north of Gibson, and is surrounded by a good white corn territory. Suffern, Hunt & Co. arc interested in the white corn milling business, and the Garber house will make a good adjunct for their supplies.

Mr. Burks also reports the sale of the J. C. McCord mill and elevator, located on the I. C. at Bloomington, Ill., to G. E. Lewis of Keota, Iowa. Mr. Lewis is of the firm of Smith & Lewis, formerly located in the grain, lumber, coal, seed and cement business at Keota. Mr. Burks has issued List No. 14, which is claimed to be the largest list of elevator properties ever published. It shows the large number of elevators, etc., on Mr. Burks' list, and also describes other properties he has to exchange for elevators. A copy of this list may be had by addressing C. A. Burks, Decatur, Ill.

BIDWILL REMOVED.

Governor Yates, immediately after the close of the long convention of the Illinois Republicans in May-June, and before the delegates had left the convention hall, announced that he wanted the resignation of Joseph Bidwill, chief grain inspector of Illinois, who had supported Mr. Lowden. Mr. Bidwill's successor is W. Scott Cowen of Shannon, Carroll County, who assumed direction of the office



W. SCOTT COWEN, Chief Grain Inspector of Illinois.

at Chicago on June 9, his bond of \$50,000 being furnished by a security company.

Mr. Bidwill had been in the inspector's office since 1878 and has served in all positions.

Other removals from the same office are E. C. Hawley, registrar, and John T. Phelps, C. M. Eldridge and W. L. Whitlock, clerks, who "played" the wrong candidate for governor.

RAILROAD FARES TO THE NATIONAL CONVENTION.

All roads in the United States have granted a rate of one fare plus 25 cents for the Republican National Convention, to be held in Chicago June 21, 1904; tickets will be on sale June 16, 17, 18, 19 and 20, and good returning until June 29.

People desiring to attend the Grain Dealers' National Convention at Milwaukee, Wis., June 22 to 24, can take advantage of this rate. Then it will be necessary to buy tickets from Chicago to Milwaukee; and the rate between these points will be one fare and a third, on the round trip ticket plan.

Most of our people will naturally pass through Chicago on their way to Milwaukec; and I advise you to use the above-named rates, as they are lower than the rates granted for the convention by the passenger associations.

RATES GRANTED BY THE WESTERN PASSENGER ASSOCIATION.

All roads in the Western Passenger Association territory have granted a rate of one fare plus \$2 for the round trip to Miwaukee, and people in this

territory, not passing through Chicago, will be compelled to use this rate. Tickets on sale going June 21, 22 and 23 at points within 100 miles of Milwaukee. East of the Missouri River tickets will be on sale going the 20th, 21st and 22d; west of the Missouri River tickets will be sold the 19th, 20th and 21st. Tickets good returning until July 14, except where the distance is only 100 miles from Milwaukee, when tickets will only be good returning until June 30.

At nearby points, where one fare plus \$2 will be greater than a fare and a third, the latter rate will apply.

All tickets sold by the Western Passenger Association will be round trip tickets. No certificates necessary.

Do not fail to attend the convention, as the above rates are very favorable.

GEO. A. STIBBENS, Secretary.

UNIFORM INSPECTION AT AT-LANTIC PORTS.

The committee on uniform grading, appointed by the convention of representatives from the grain trade organizations of the United States, held in New York on January 6, consisting of George F. Reed, Boston Chamber of Commerce; William H. Kemp and J. F. Parker, New York Produce Exchange; Charles England, Baltimore Chamber of Commerce, and James B. Canby, Philadelphia Commercial Exchange, has submitted the following report to Mr. John O. Foering, chairman:

Your committee beg leave to make the following report:

We unanimously are in favor of uniform grain grade rules, and consider such a condition most desirable. As on most questions of this kind, however, we are confronted with a condition and not a theory. After looking over the situation carefully, it seems impossible as a practical measure to attempt to unite, at this time, on any uniform system of grain grade rules which would embrace all the grain inspection centers. and Illinois, as well as Minneapolis and Minnesota, have state inspection, the grades of which differ considerably in phraseology, and it would be practically impossible to harmonize these differences. The Canadian government recognizes a natural distinction between Western and Eastern inspection, and some time ago established two divisions, which are conducted on an entirely scparate basis. Our Atlantic seaboard grain interests are almost identical; and turning to the practical side of the question, it has seemed to us quite feasible to unite Atlantic seaboard ports on uniform inspection, in the hope that if such unification should prove successful, other inspection points would desire to unite later, and by the experience thus gained, a code of rules by gradual amendment and based on practical experience will be developed, which will fully meet the needs of the trade.

The New York Produce Exchange a short time ago appointed a committee to present grain grade rules; and this committee, after giving careful attention to the subject, presented a list which was accepted and is now in operation in connection with amended by-laws recently adopted by that Exchange. As these by-laws have recently gone into effect, New York does not feel disposed to adopt another list, but would undoubtedly, as time goes on, be willing to amend, if such amendments seemed desirable.

We have carefully compared the New York rules with the rules on the various Atlantic seaboard exchanges, and do not find that they differ materially; and in order to establish a starting point, and as a practical measure, we recommend that the New York Produce Exchange grain inspection rules be adopted by the Atlantic seaboard ports, and as many other points of inspection as may be willing to join.

This report has been sent by Chairman Foering to the thirty-nine grain exchanges of the United States with the following notation: "It is my great pleasure to place before your organization the foregoing recommendations, with the request that I be advised of whatever action your board may be pleased to take."

At a recent Cabinet meeting at Ottawa, Ont., a vote was passed for placing an ice-breaker on the St. Lawrence River, so that navigation can be kept open longer each season. A vessel will be built for this purpose, to be ready for use this fall.

VISIBLE SUPPLY OF GRAIN.

The following table shows the visible supply of grain Saturday, June 11, 1904, as compiled by George F. Stone, secretary of the Chicago Board of Trade:

You Ohama and	Wheat.	Corn.	Oats.	Rye.	Barley,
In Store at	bu.	bu.	bu.	bn.	bn.
	D		17141		0.11
Baltimore	71,000	70,000	154,000	23,000	
	66,000	27,000	184.000	200,000	
Boston	622,000	361,000	356,000	178,000	282,000
Buffalo	032,000	501,000	090,000	118,000	303,1447
do. afloat		4 5550 (10)	610.000	452,000	20.000
Chicago	1,487,000	1,776,000	710,000	453,000	72,000
do. afloat					
Detroit	58,000	2,000	51,000	3,000	
do. afloat	1,585,000				
Duluth	1,585,000	9,000	537,000	19,000	163,000
do. afloat					
Ft. William	1,971,000				
do. afloat					
Galveston	157,000				
do. afloat					
Indianapolis	63,000	109,000	16,000		
Kansas City	123,000	232,000	7,000		
Milwaukee	298,000	163,000	372,000	2,000	119,000
do. afloat					
Minneapolls	7,523,000	11,000	358,000	15,000	478,000
Montreal	401,000		301,000	2,000	56,000
New Orleans	12,000		1,000	2,000	00,000
do. afloat	12,000	01,000			
New York	661,000	129,000	587,000	149,000	228,000
do. afloat	001,000	1 30,000	1707.000	140,000	W + U , U U U
Peoria	1.000	88,000	164,000	80,000	15,000
	3,000		113,000	50,000	10,000
Philadelphia			115,000		
Port Arthur	1,117,000				
do. afloat					1/2 0/00
St. Louis	222,000	271,000	37,000		16,000
do. afloat			********		
Toledo	229,000	351,000	376,000	3,000	
do. afloat					
Torouto	36,000		6,000		
On Canal	136,000		141,000	31,000	159,000
On Lakes	1,624,000	898,000	871,000		
On Miss. River.					
Grand total	18,475,000	4,658,000	5,377,000	960,000	1,618,000
Corresponding					
date 1903	20,004,000	4,881,000	4,087,000	669,000	582,000
Weekly Inc		398,000	275,000	118,000	
Weekly Dee	2.128,000				96,000
ii denij bee	3,100,100	-			-

FLAXSEED AT CHICAGO.

The receipts and shipments of flaxseed at Chicago during the 22 months ending with May, as reported by Chas. F. Lias, flaxseed inspector of the Board of Trade, were as follows:

	Recei	pts.	Shipments.	
Months.	1903-04.	1902-03.	1903-04.	1902-03.
August	345.226	111,198	97,809	250,496
September	102,620	515,866	162,900	273,292
Oetober	530,960	783,075	166,049	145,142
November	708.953	755,833	44,057	140, 100
December	250,979	408.271	78,274	40,559
January	307,976	258,875	90,906	28,613
February	212.736	451,650	60,764	39, 173
March	412,554	282,200	42.694	46,32
April	68,000	206,918	28,326	39,367
May	90,100	91,800	34,079	46,373
June		106,250		14.363
July		234,981		23,491
Total bushels,	3,030,104	4.539.917	805,858	1,088,023

RANGE OF PRICES AT CHICAGO.

The daily range of prices for eash grain at Chicago for the month ending June 12 has been as follows:

~	NO. R. W.		No. 1. 8P.W		NO COI	. 2 N.	TP OA'			. 2 E.	NO. NO. NO.	
MAY	Low.	Illgb.	Low.	Hgh.	l.ow.	High.	Low.	IIIgh.	Low.	Hgh.	Low.	Hgh.
12 13 14	1.03		.90 .90	.9114			41½ 43½	41½ 13½		73 73		
16 17 18	1.03 1.03 1.03	1.06 1.06 1.06 1.06	.91½ .93¾ .95½ .96¾	.963/1	49 49	191/2	43	43 ¼ 44 ¼	73	741/2		
20 21 22	1.05	1.06	.9934	1.011	19 49	191/2	44 43	44 43	78 78	78 78	1.09	1.09
24 25 26	1.05 1.05 1.05	1.06 1.06 1.06 1.06	934	.981/6	1814 483a 483a	481/4 481/2 185/8	421/4 421/4	12% 12 12½		71	1.061/2	1.0614
28 29 30	1.05	1.06	.951/2	.97%	471/2	471/2	121/4	121,				
June: 1 2 3	. 1.04	1.05 1.05 1.05	.93% .951/4 .971/4	.96¼ .97 .98	50 50 501	50 50 501 ₉	13 13½ 43	13 13 13 13	75 75 75	75 75 75		
4 5 6 7	. 1.04 . 1.05	1.06 1.06 1.06	.98 .96¼		181.	4×34 50	43½ 43	13½ 13				
8 9 10	. 1.04 . 1.04 . 1.03	1.06 1.05 1.05 1.04	.95 .95 .93	.99 .98 1.00 .97	491 ₄	19%	44	44 131 ₄	73		1.0?	
12 †Ilol												

During the week ending May 20, Prime Contract Timothy Seed sold at \$3.00@3.05 per cental; Prime Contract Clover Seed at \$10.75; Hungarian at \$1.15 @1.65; German Millet at \$1.00@1.55; buckwheat at

\$1.35@1.40 per 100 pounds.
During the week ending May 27, Prime Contract Timothy Seed sold at \$3.05 per cental: Prime Contract Clover Seed at \$10.75; Hungarian at \$1.15@1

1.80; German Millet at \$1.00@1.70; buckwheat at \$1.40@1.50 per 100 pounds.

During the week ending June 3, Prime Contract Timothy Seed sold at \$3.00@3.05 per cental; Prime Contract Clover Seed at \$10.75; Hungarian at \$1.30 @1.80; German Millet at \$1.20@1.70; buckwheat at

\$1.45@1.75 per 100 pounds.

During the week ending June 10, Prime Contract Timothy Seed sold at \$2.95@3.00 per cental;

Prime Contract Clover Seed at \$10.75; Hungarian at \$1.30@1.80; German Millet at \$1.20@1.70; buck-wheat at \$1.65@1.75 per 100 pounds.

RECEIPTS AND SHIPMENTS.

Following are the receipts and shipments of grain, etc., at leading receiving and shipping points in the United States for the month of May, 1901:

BALTIMORE-Reported by II. A. Wroth, secretary of the hamber of Commerce.

Articles.	Recel	pts.	Shipments.		
	1904.	1903	1904.	1903.	
Wheat, bushels	66,519	231 976		188,035	
Corn, hushels	137,281	791,586	259,066	1,041,350	
Oats, bushels	195,877	171.363		676	
Barley, bushels		2,500			
Rye, bushels	20.599	243,633		171,427	
Timothy Seed, lbs	1.078				
('lover Seed, lbs	267 .				
llay, tons	8,040	8.212	2,311	2,426	
Flour, bbls	138,293	279,193			

BOSTON—Reported by Elwyn G. Preston, secretary of the Chamber of Commerce.

Flour, bbls	102,501	143,035	60,986	85,550
Wheat, bushels	79,869	1,080,104	81,738	756,079
Corn. bushels	162,887	856,982	189,145	1,147,295
Oats, bushels	399,180	516,139	6,168	4,143
Rye, bushels	450	2,476		
Barley, busbels	1,773	4,000		
Flax Seed, bushels				
Mill Feed, tons	893	1,112	149	149
Cornmeal, bbls	1,803	355	1,438	2,367
Oatmeal, bbls	6,153	4.677	3,400	1,373
Oatmeal, saeks	1,220	3,068	10,429	3,300
Hay, tons	9,830	12,350	97	120

BUFFALO -Reported by F. Howard Mason, secretary of the Chamber of Commerce.

Wheat, bushels.:		12,325,947		
Corn, bushels	762,700			
Oats, hushels	246.000	7,496,547	72,200	774,776
Barley, bushels				
Rye, bushels	23.353	1.259.412		260.880
Timothy Seed. lbs				
Clover Seed, lbs				
Other Grass Seed, lbs		22.674		
Flax Seed, hushels		1.217,426		
Broom Corn, lbs				
Hay, tons				
Flour, bbls		1.309.334		

CHICAGO—Reported by Geo. F. Stone, secretary of the Board of Trade.

Wheat, bushels	613,813	1,385,618	1,130.315	3,335,633
Corn, bushels	4,758,180	6,968,782	6,326,419	7,089,791
Oats, bushels	3.748,650	5.348,100	3,517,332	4,772,254
Barley, bushels	1,114.575	1,103,415	272,613	666,329
Rye, bushels		204,425	98,293	80,209
Timothy Seed, lhs	1.970,872	1,894,850	1,347,220	2,431,325
Clover Seed, 1bs	623.716	34,780	396,710	150,028
Other Grass Seed, lbs	1,958,745	959,640	2,852,045	1,211,609
Flax Seed, busbels	173,420	95,456	59,350	31,043
Broom Corn, lbs	3,473.542	1,274,500	3,266,780	336,043
Hay, tons	14,968	17,867	783	455
Flour, bhls	622.748	543.275	518.493	413.722

CINCINNATI—Reported by C. B. Murray, superintendent f the Chamber of Commerce.

Wheat, bushels	102,960	155,787	62,647	148 774
Corn, bushels	921,237	513,581	564.811	223,526
Oats, bushels		256,780	212,033	226,049
Barley, busbels		9,610	4,022	23
Rye, bushels		31,169	6,513	8,505
Timothy Seed, bags	135	1	1,575	4,495
Clover Seed, bags	45	214	870	572
Other Grass Seed, hags	4,757	5,886	5,661	4,096
Malt, bushels				
Hay, tons				7,420
Flour, bbls		98,871	61,010	64,228

CLEVELAND Reported by F. A. Seott, secretary of the Chamber of Commerce

Wheat, bushels	51,514	180,678	20,459	62,823
Corn, bushels	276.937	537,391	364,134	389,070
Oats, bushels			209,471	258,285
Barley, bushels				
Other Cereals				
Flaxseed, bushels				
Hay, lons,			722	
Flour, bbls	5.137	8,213	2,025	2.516

DETROIT Reported by F. W. Warling, sceretary of the

Wheat, bushels	116,902	135.769	36,861	52,363
Corn, hushels	259.885	275,066	21,710	87,251
Oals, bushels	291,744	268,895	7 420	16,326
Barley, bushels	27,189	30,016	1,771 .	
Ryc, bushels	13,283	25,261	8,929	11,237
Flour, bbls	25,850	21,900	9,600	14,700

DI'LUTH Reported by H. B. Moore, secretary of the Board

216,549	363,023	1,950,738	2,271.836
		3,839	
21.866	71,212	826,878	918,874
25,712	2,266	230.239	281.977
3,436	27,855	180,735	61,865
274,091	232,308	190 472	1,338.576
179,170	582,970	57.780	631.760
	21.866 25,712 3.436 274,091	21,866 71,212 25,712 2,266 3,436 27,855 271,091 232,308	3,839 21,866 71,212 896,878 25,712 2,266 230,239 3,436 27,855 180,735 274,091 232,308 190 472

GALVESTON—Reported by C. MeD. Robinson, chief in-pector of the Cotton Exchange and Board of Trade.

Wheat, bushels	 278,400 8.660
Corn, hushels	 1,317,720 65,336
Rye, bushels	

KANSAS CITY—Reported by E. D. Bigelow, secretary of the Board of Trade.

	Recei	lpts.	Shipments.			
Arlicles.	1904.	1903.	1904	1903.		
Wheat, bushels	902,700	1.191.200	808,200	817,600		
Corn, bushels			839,700	1.188,000		
Oats, bushels.,	162,000		123,600	325,200		
Barley, bushels	21,000		1,000			
Rye, bushels	9,600					
Bran, tons						
Flax Seed, bushels	1,600	5,600	800			
Hay, tons	8,570	11,160	4,170	8.340		
Flour, bbls			55,600	92,600		

MILWAUKEE—Reported by Wm. J. Langson, secretary of the Chamber of Commerce.

172,5001	178,400 ₁	316,290	93,050
78,850	46,550	116,565	41,740
411.700	510,900	426,860	596,040
589,000	811,550	596,180	259,862
52,800	61,000	13,500	6,700
98,155	264,390	172,830	485,215
61.335	37,510	125,585	
116,725	271,210	218,705	370,277
	$\begin{array}{c} 78,850 \\ 414,700 \\ 589,000 \\ 52,800 \\ 98,155 \\ 61,335 \\ 20,700 \\ 1,609 \\ 116,725 \end{array}$	78,850 46,550 411,700 510,900 58,000 811,550 52,800 61,600 98,155 264,390 61,335 37,510 20,700 21,600 1,609 1,962 116,725 271,210	$\begin{array}{cccccccccccccccccccccccccccccccccccc$

 $\ensuremath{\mathbf{MINNEAPOLIS}}$ –Reported by G. D. Rogers, secretary of the Chamber of Commerce.

Wheat, bushels	2,180,820	3,026,150	904,710	1,221,850
Corn, bushels,		133,200	43,230	44,160
Oats, bushels	869,100	911,590	904,770	312,960
Barley, bushels,	265,250	126,750	332,570	155,520
Rye, bushels	49,000	35,050	36,810	34,850
Flax Seed, bushels	103,330	261,190	230,320	106,680
Hay, tons	3,979	3,005	1,313	229
Flour, bbls	23,674	21,480	976.253	1,521,610

MONTREAL—Reported by George Hadrill, secretary of the Board of Trade.

ı					
ı	Wheat, bushels	84,259	427,926	$-n\Pi$	700
ı	Corn, bushels	6,479	1,600	15,300	1,000
ı	Oats, bushels	264,038	95,016	5,800	5,000
ı	Barley, husbels	21,311	11,286	17,200	nil
ı	Rye, bushels	835	1,371	nll	nil
ı	Flaxsced, bushels	19,100	44,565	nll	nll
ı	Flour, barrels	48,814	36,144	90,280	51,010
ŀ					

 ${\bf NEW~ORLEANS}{-}{\bf Reported~by~Fred~Muller,~secretary~of~the~Board~of~Trade.}$

Wbeat, bushels	26,000	209,000	135,552	1,453,829
Corn, bushels	187,000			427,527
Oats, bushels		93,400		
Barley, bushels				
Flour, bbls	28,743		26,893	

PEORIA—Reported by R. C. Grier, secretary of the Board of Trade.

Wheat, bushels	43,200	56,400	50,4001	236,000
Corn, hushels	1,290,000	1.621,000	871,600	541,000
Oats, bushels	785,000	618,500	991,400	768,000
Barley, husbels	149,400	91,100	88,400	179,000
Rye, hushels	10,400	11,200	5,600	10,400
Mill Feed, tons				
Spirits and Liquors, hbls.				
Syrups and Glucose, bbls.				
Seeds, 1bs		30,000		
Broom Corn, lbs	29,000	15,000	15,000	20,200
Hay, tons	1,245	270	3,512	3.345
Flour, bbls	40,200	40,665	73.300	33,200

PHILADELPHIA—Reported by Charles F. Saunders, secretary of the Commercial Exchange.

Wheat, bushels	18.570	1.087.639	 			-	9:	36.	68	5
Corn, bushels		296,811	1	81,0	000		31	0.	,86	1
Oats, bushels	299,791	307,970								
Barley, bushels		8,800	 		!					
Rye, bushels		2,400	 							
Timothy Seed, bags			 		:			. ,		
Clover Seed, bags	15		 							
Flax Seed, bushels	4,000	12,800								
llay, tons	10,420	7,710	 							
Flour bbls		387 216	1	19 (190		90	10)	73	0

ST. LOUIS-Reported by Geo. II. Morgan, secretary of the Merchants' Exchange.

Wheat, bushels	[-603,900]	903,600	2,092,155	1,874,500
Corn, bushels	2,110,500	1,923,300	1,361,080	1,649,245
Oats, hushels	1,408,050	1,301,100	1.027,010	985,085
Barley, bushels	202,000	35,000	47,345	7,655
Rye, bushels	27,000	28,060	35,790	46,350
Grass Seed, saeks,				
Flax Seed, hushels				
Mill Feed, tons				
11ay, tons	10,611	26,783	7,999	1,370
Flour, bbls	135,755	185,520	168,190	214,900

TOLEDO-Reported by A. Gassaway, secretary of the Prod-

Wheat, bushels	339,000	195,800	348.442	425,527
Corn, bushels	469,400	1,069,000	316,435	889,980
Oats, bushels	233.700	229,350	516,925	157,790
Barley, busbels	3,000	300	3,000	5,085
Ryc, bushels	5,600	11,763	4,568	11.88
Clover Seed, bags	853	215	4,014	135

WHEAT RECEIPTS AT PRIMARY MARKETS.

The wheat receipts at eight primary markets, during the 49 weeks ending June 6, for the last two years, according to the Cincinnati Price Current, were as follows:

	1903-4.	1902-3.
St. Louis.	23,350,000	31,505.000
Toledo	5,492,000	12,850,000
Detroit	1.947.000	3,601,000
Kansas City	39,389,000	27,315,000
Winter	70,178,000	75,271,000
Chleago	24.508.000	36,095,000
Mllwaukee	8.724.000	8,175,000
Minneapolis	83,153,000	87,005,000
Duluth	27,810,000	36,272,000
Spring	144,195,000	167,547,000
Total bushels, 49 weeks	214,373,000	242,818,000

ELEVATOR AND GRAIN NEWS

ILLINOIS.

A farmers' elevator may be built at Niantic, Ill. The new elevator at Skelton, Ill., is in operation.

The new elevator at Riggston, Ill., is completed. B. S. Tyler & Co are erecting a grain elevator at Oakley, Ill.

A. D. Kaga of Filson, Ill., is building an elevator at Camargo, Ill.

George Ritscher is building a new grain elevator at Owaneco, Ill.

The Maroa Elevator Co. will enlarge its elevator at Maroa, Ill.

It is stated that A. J. Speers has sold his elevator at Edelstein, Ill.

A large addition is being built to F. Oberhelman & Bro.'s elevator at Sublette, Ill.

The material for the new Farmers' Elevator at Graymont, Ill., is now on the ground.

McElroy & Treadway's new elevator at Arenz-

ville, Ill., is completed and in operation.

Staley & Hitch's new elevator at Bondville, Ill.,

is now completed and ready for business.

The Mt. Pulaski Grain Co. will remodel its ele-

vator at Chestnnt, Ill., and build an addition.
The Jenkins Grain Co. is erecting a 15,000-bushel

elevator at Jenkins' Switch in DeWitt County, III.
W. C. Hoffetetter will build a 10,000-bushel elevator at Virginia, III. A side track has been put

Lowry Hert has sold his elevator at Loami, Ill., to S. P. Campbell and J. W. Workman of Curran.

Turner-Hudnut Co. is said to contemplate making some improvements to its elevator at Teheran,

The Weston Elevator Co. of Weston, Ill., has let the contract for the erection of an elevator at that place.

The Shearer-Miller Grain Co. has succeeded L. Hutchinson in the grain and coal business at Sibley, Ill.

The new elevator of the Illiopolis Farmers' Elevator Co. at Illiopolis, Ill., is rapidly nearing completion.

John A. Wesch has been making a number of repairs and improvements to his elevator at Arcola, Ill.

Isaac Cole and Raymond McDermit are both erecting grain elevators in the new town of Block, Ill.

An elevator will be built at Sadorus, Ill., by Suffern, Hunt & Co. of Decatur, Ill. A site has been purchased.

The Farmers' Elevator, recently completed at Strawn, Ill., is said to be useless, being without a side track.

The new 50,000-bushel Farmers' Elevator at Monticello, Ill., is now in regular operation. Roy Jones is manager.

B. M. Stoddard's elevator at Minonk, Ill., has been torn down and a new one will be erected on the sitc.

The Fancy Prairie Grain and Coal Co. of Fancy Prairie, Ill., will increase its capital stock from \$5,000 to \$8,000.

The Seneca Grain, Lumber and Supply Co. of Seneca, Ill., has increased its capital stock from \$16,000 to \$20,000.

P. J. Costello, who purchased the McNelly Elevator at Blue Mound, Ill., a short time ago, has removed to that place.

Two large grain elevators are going up at New Royal, Ill., a new station on the Frisco system north of Champaign, Ill.

An elevator is being creeted at Herscher, Ill., on the site of the old Rumley Elevator, which was recently torn down.

A farmers' elevator company has been organized at St. Joseph, lll. Grant Wilson and G. N. Leas are interested parties.

The Trimble Elevator Co.'s new 18.000-bushel elevator at Trimble, Ill., is completed. The N. A. Grabill Co. had the contract.

The recently chartered Savoy Grain, Coal and Lumber Co. of Savoy, Ill., has purchased a site and will erect a grain elevator.

The Mississippi River Lumber Co. has been ineorporated at East St. Louis, Ill., with a eapital of \$25,000, to deal in grain, lumber. coal. etc. The incorporators are L. D. Abbott, P. J. Soucy and Albert M. Meints.

The formal transfer of the elevator at Fairbanks, Ill., from C. E. Davis to the Fairbanks Grain and Coal Co. was made on May 23.

M. R. Alsup is reported to be planning the erection of a new elevator at Maroa, Ill. This would make three elevators for that town.

The Pleasant Plains Farmers' Elevator Co., a recent incorporation at Pleasant Plains, Ill., will erect an elevator in the near future.

Spellman & Spitly of Lincoln, Ill., are building a new elevator on the I. C. Ry. at Johnston's Siding, about four miles east of Lincoln.

Morrison & Grindley have ordered, through the Weller Manufacturing Co., an improved Hall Distributor for their elevator at Royal, Ill.

J. L. Smith's elevator at Dawson, Ill., now building, will be 34x36 feet and 85 feet high, with an addition 20x50 feet in size for ear corn.

J. C. McCord has sold his elevator and mill at Bloomington. Ill., to Smith & Lewis of Keota, lowa. The new owners are in possession.

The Shellabarger Elevator Co. is making a number of repairs and improvements to its elevator at Maroa, Ill. The work will cost about \$3,000.

Moore Bros. have sold their elevator at Niantic. Ill., to the local interurban railway company and it is being razed to make room for the tracks.

George A. De Long has sold his elevator at Foosland, Ill., which was advertised in the last issue of the "American Elevator and Grain Trade."

Suffern, Hunt & Co. of Decatur, Ill., will erect an elevator at Homer, Ill. This firm will build new houses at several points on the Wabash Railway.

The Anchor Farmers' Elevator Co. of Anchor, Ill., recently incorporated, has purchased the elevator at that place owned by the I. C. Ry. Co., for \$8,227.

O. C. Benson bas remodeled his elevator at Catlin, Ill., and installed some new machinery. An addition was built and the corn-shelling capacity increased.

The recently chartered Perdue Elevator Co. of Perdueville, Ill., has secured a site on the L. E. & W. Railway Co.'s right-of-way and will at once erect an elevator.

The elevator at Taylorville, Ill., owned by William Loveless has been moved off the Wabash right-of-way to make room for the laying of additional side tracks.

A Mr. Barbee of Auburn, Ill., has bought the elevator at Glenarm, Ill., and has installed feed mill machinery. He will also conduct an implement and hardware business.

It is said that the Neola Elevator Co. has purchased the elevator at Adeline, Ill., which it has operated under lease for the past five years. John Anderson is local manager.

The Long Creek Grain and Coal Co. has been incorporated at Long Creek, Ill., with a capital of \$2,500. The incorporators are; Noah Fletcher, W. B. Heaton and J. B. McCane.

The Leland Farmers' Co. has been chartered at Leland, Ill., with a capital of \$16,000 to deal in grain and merchandise. C. B. Wats, A. M. Klove and F. W. Hill are the incorporators.

C. A. Beebe, who has had the management of A. B. Puterbaugh & Co.'s grain business at Forreston, Ill., for a number of years, has purchased the elevator and will continue the business.

The Farmer City Grain Co. of Farmer City, Ill., recently purchased a tract of land between its elevator and the Illinois Central Railway. A side track will be laid to the elevator over the land.

The Smith-Hippen Co. of Pekin, Ill., has purchased Edwin Blakely's elevator at Kilbonrne, Ill., and has leased his house at Conover Siding, Ill. T. M. Madison will have charge of the elevator at Kilbourne and it is said that Mr. Blakely will manage the one at Conover.

The Shellabarger Elevator Co, of Decatur, Ill., has bought the 40,000-bushel Thobro Elevator at Beason, Ill. The Shellabarger Company has sold its new grain elevator at Cerro Gordo, Ill., to the recently ehartered Cerro Gordo Grain and Coal Co., a farmers' organization, for \$14,600.

The Danvers Farmers' Elevator Co., which was chartered a short time ago at Danvers, Ill., has elected the following officers: W. S. Otto, president and F. Simpson secretary. The eompany will handle grain at both Danvers and Woodruff, Ill., and will erect an elevator at the first-named place.

C. A. Burks, the elevator broker of Decatur, Ill., writes that Felger Bros. have purchased Fred D. Gillespie's elevator at Harris, Ill., and will take possession July 1. Harris is one of the best grain points on the Big Four, between Mansfield and Farmer City, Ill. The firm of Felger Bros. is com-

posed of I. C. Felger of Bement, Ill., and a brother from Ohio.

The Ivesdale Grain and Coal Co. has taken over the elevator at Ivesdale, Ill., recently purchased from H. H. Hannon. A. Stratton will have charge as manager for the farmers' organization.

C. R. Aden's new 20,000-bushel elevator on the C. & A. at Carlinville, Ill., is now ready for operation. The new house is larger than the one burned a short time ago. It is equipped with a corn sheller and car-loading machinery. A 27-horsepower gasoline engine supplies the motive power for operating the machinery.

Felger Bros. have purchased Rogers Bros. elevator at Saunemin, Ill., and will take possession July 1. Z. Felger, formerly of Ohio, will be the resident partner and will manage the business. I. C. Felger, the senior partner, is in the grain business at Bement, Ill. The sale was made by C. A. Burks, the elevator broker of Decatur, Ill.

Rev. M. L. Miller, pastor of the M. E. Church at Kempton, Ill., has entered into partnership with Shearer & Shearer, grain dealers of Cullom, Ill., and purchased an clevator at Sibley, Ill. Mr. Miller was engaged in the grain business at Sibley before he entered the ministry and he will now resign his position as pastor to again become a grain dealer.

Doyle Bros. have sold the Clisby Elevator at Arcola, Ill., to the 'Arcola Grain, Coal and Telephone Co. of that place. The consideration was \$4,050. Possession will be given about the first of July. This is a farmers' organization and was formed several months ago. A new elevator was projected but the company was unable to secure a satisfactory site. There are three elevators at Arcola, including the one just purchased.

The Highland Milling Co, of Highland, Ill., has purehased Zenk Bros. elevator at Troy, Ill., taking possession June 1. The elevator has a storage capacity for 3,000 bushels of corn and 5,000 bushels of wheat. H. A. Canedy, formerly manager of the Valier & Spies Milling Co.'s elevator at Troy, will have charge of the house for the Highland Milling Co. Zenk' Bros. will continue in the grain trade at Troy and will erect a new elevator in another portion of that city. This will make three elevators at that point.

MISSOURI, KANSAS AND NEBRASKA.

An elevator is being erected at Harveyville,

W. M. Chelf is building an elevator at Gretna. Kan.

J. M. Hadley will erect a new elevator near his flour mill at Desoto, Kan.

The S. G. Lamping Grain and Fuel Co. of Fort Scott, Kan., has sold out.

The Ira Grain Co. has succeeded the Abbyville

Grain Co. at Abbyville, Kan.

A company of farmers has been organized at

Magnet, Neb., to build a grain elevator.

Knowlton & Riggs succeed Knowlton & Shaver

in the grain business at West Plains. Mo.

The Buffalo County Grain and Live Stock Co.

of Kearney, Neb., may also handle lumber.

The Farmers' Elevator at Cedar Bluffs, Neb., is

closed down on account of a scarcity of cars, A farmers' elevator company at Unadilla, Neb., has been organized with \$3,000 capital stock.

The foundation for the Lee-Warren Milling Co.'s new elevator at Salina, Kan., is completed.

F. J. Aldrich & Co. have succeeded to the grain business of Uldrich & Fisher at Tobias, Neb.

The Peavy Elevator Co. is building a new elevator and 10,000-bushel corn crib at Lyons, Neb.

Work has been commenced on the erection of the Farmers' Grain Co.'s elevator at York, Neb.

The grain firm of Commons & Lent at Harding, Kan., has been suceeeded by Winship & Young.

Van Boskirk & Ogden are building a 10,000bushel elevator on the Frisco at Frederick, Kan. The Taylor Grain Co. (not incorporated) of To-

peka, Kan., has incorporated under the same style.

The Wells-Hord Grain Co. has installed an im-

proved Hall Distributor in its elevator at Schuyler, Neb.

A charter has been granted to the Kinsley Grain

and Lumber Co. of Kinsley, Kan., capitalized at \$10,000.

The Newton Milling & Elevator Co. of Newton,

Kan, is erecting a large steel storage tank near its mill.

The Pacific Flevator Co. is building new grain

The Pacific Elevator Co. is building new grain elevators at Densmore, Bedford, Norway and Auburn, Kan.

The Harlem Elevator Co. has been chartered at Kansas City. Mo., with a capital stock of \$300,000. The incorporators are: W. H. Harroun of St. Joseph, Mo., and A. L. and Edna Harroun of Kansas City. An elevator will be built at Har-

lem, Mo., on the north side of the Missouri River, opposite Kansas City.

The recently organized Farmers' Elevator Co. of Fullerton, Neb., is making arrangements to build an elevator.

Henry DeCamp, formerly of Woonsocket, S. D., has purchased Matthews & Charles' Elevator at Attica, Kan.

E. F. Marshall has torn down his old elevator at Weeping Water, Neb., and is creeting a new one on the site.

The Farmers' Protective Elevator Association of Alexandria, Neb., is building a 3,000-bushel addition to its elevator.

Sam V. Rice, who has been in the grain business at Carrollton, Mo., is reported to have moved to Norborne, that state.

An improved Hall Signaling Grain Distributor has been installed in the Wells-Hord Grain Co.'s elevator at Phillips, Neb.

The Foster Grain Co. is building a new elevator at Germantown, Neb. This company already has one elevator at that place.

The Kansas Grain Co, is building a new 10,000-bushel metal-elad elevator at Great Bend, Kan. The old elevator has been razed.

Farmers of Lawrence, Neb., and vicinity have subscribed \$8,000 toward the purchase of the local flour mill and the erection of an elevator.

The Wileox Farmers' Grain and General Shipping Association of Wilcox, Neb., has filed articles of incorporation, with a capital stock of \$10,000,

Lewis Poncot has about completed a 12,000bushel grain elevator at Melngin Switch, a siding on the White River Railway east of Carthage, Mo.

W. C. Zong is president and A. T. Thompson, treasurer of the Farmers' and Merchants' Elevator Association which has been organized at Belvidere, Neb.

The foundation of the Kansas Grain Co.'s 14,000-bushel elevator at Ellinwood, Kan., is completed and work on the superstructure is progressing rapidly.

The Bradshaw Farmers' Grain and Elevator Association of Bradshaw, Neb., recently organized, has asked for an elevator site on the Burlington Railroad at that place.

The W. M. Chelf Elevator Co. is building a 20,000-bushel elevator at Dana, Kan. This company recently finished building elevators at Dresden and Dellvale, Kan.

The Saronville Farmers' Grain and Live Stock Co. of Saronville, Neb., has taken over the elevator recently purchased from Challburg Bros. J. G. Lindberg is manager.

August Kramer, a grain dealer of Seneca, Kan., has bought M. Ugorek's grain and feed business at that place. The two businesses have been consolidated by the new owner.

A grain elevator and warehouse to cost \$5,000 will be built by W. A. Weston in Kansas City, Kan. It will be located on a tract of ground adjoining Alfred Weston & Co.'s feed mill.

The Farmers' Elevator Co. of Elgin, Neb., is said to have been refused a site by the railroad company and has purchased lots near by, but off the side track. A report from that place states that the farmers will endeavor to force the railroad to put in a switch track if a site on the present side track is not granted.

Nuckollis County, Neb., farmers have organized the Nelson Co-operative Grain & Live Stock Association to do business at Nelson, Neb. The concern has a capital stock of \$5,000 and J. A. Wehrman is president and W. S. Harritt, secretary. The Association will endeavor to lease the elevator on the Rock Island at Nelson and if this is impossible will probably build.

The Van Dusen-Harrington Co. of Minneapolis, Minn., which recently commenced operations on the Rock Island in Kansas and Oklahoma, with headquarters at Wichita, is reported to have purchased among others the following elevators: W. H. Roll's elevator at Peck, Kan.; John W. Heskett's elevator at Riverdale, Kan., and H. A. Wynn's elevator at Perth, Kan.

A co-operative organization of farmers has been formed at Geneva, Neb., to build and operate an elevator. It will do business under the name of the Farmers' Elevator Co. The capital stock is \$7,500. I. W. Trask is president and A. N. Strakland secretary. No stockholder will be allowed to hold more than four shares (\$100). Members selling to line houses will have to pay a fine.

The J. Rosenbaum Grain Co. will shortly commence work on the erection of a 1,000,000-bushel elevator in Armourdale, Kan. It will be built adjoining the Rock Island's tracks a short distance from the present Rock Island Elevator, which is now operated by the Rosenbaum Company. The plant will consist of a large elevator equipped with machinery for handling grain, with steel storage tanks adjoining. Cleaning and drying machinery

will be installed. The plant will be so constructed that its storage capacity may be increased at any time by the erection of additional steel tanks.

Work on the Wellington Mill and Elevator Co.'s 100,000-bushel elevator at Wellington, Kan., is progressing favorably. The foundation is completed and part of the frame-work is up.

Arrangements have been completed for the erec tion of a 100,000-bushel grain elevator in Omaha by the Nebraska-lowa Elevator Co. It will be erected on the Burlington right-of-way, but the exact site has not yet been chosen. able that Floyd J. Campbell will be superintendent The Nebraska-lowa Elévator the elevator. Company has a line of elevators throughout Ne-Enclid Martin is president of braska and Iowa. the company and Mr. Campbell is secretary. handling capacity will be about 100,000 bushels daily. The elevator when completed will be one of the largest in the West and will be used for the transfer of grain which is bought along the lines of the Burlington in Nebraska. Elevators will also be built in Omaha this season by Merriam & Holmqnist and by J. F. Twamley & Sons. The Merriam & Holmquist elevators will be located along the tracks of the Northwestern, Omaha and Missouri Pacific railways, Twamley & Son's elevator will be used for cleaning and transfer purposes, with a 100,000 to 150,000 bushel working house and steel storage tanks adjoining.

EASTERN.

F. H. Whitaker has built an addition to his grain and fuel store at East Longmeadow, Mass.

Jennison & Gallup will erect a grain and feed warehouse near their general store at Sheldon, Vt.

Joseph True has sold his feed mill and store at New Gloucester, Me., to Frank Hawks of Raymond, Mc.

H. Williams of East Thompson, Conn., has leased a building at Oxford, Mass., and engaged in the grain business.

Calley & Jackson have sold their grain, flour and feed business at Chelsea, Mass., to H. Pedrazzi & Son of that place.

R. H. Morrill has been making extensive repairs to his grain store at Buckfield, Me., and will install feed grinding machinery.

The Annis Flour and Grain Co. of Londonderry and Manchester, N. H., has leased a building at Nashua, N. H., and will open a branch store.

J. L. Robb has sold his interest in the grain, feed and seed store at Wellsboro, Pa., to his partner, E. M. Johnson, who will continue the business.

Eben D. Ammidown has sold his elevator and grain business in Southbridge, Mass., to Charles M. Morse. The new owner will earry on the business with the assistance of his sons.

Plans have been prepared for the rebuilding of the grain warehouse at Twenty-third and Race streets, Philadelphia, Pa., which was destroyed by fire several months ago. It was owned by the Pennsylvania Warehousing and Safe Deposit Co.

Employes of the L. C. Daniels Grain Co. at Hartford, Conn., struck recently because the company insisted on reserving the right to employ and discharge whom it saw fit. One of the men hired by the company did not meet with the approval of the other employes.

The B. F. Parrott Co. of Augusta, Me., has discontinued the branch grain, flour and feed store it has maintained for the past three years at Pittsfield, Me. It is said the company will close all its branch stores and do a wholesale business only at its Augusta establishment.

It is announced that the New York Central Railway, lessee of the B. & A. R. R., will erect a large grain elevator in East Boston, Mass. This is one of the various improvements to be made by that road at its East Boston terminal. The entire work will require a total ontlay of about \$2,500,000.

Osear Shinmway, who has conducted a grain and hay business at Webster, Mass., for the past forty-four years, has sold out to William W. Holmes of that place, and will devote his entire attention to his official duties as town treasurer. The old employes will remain with the new owner of the business.

A certificate of incorporation has been granted to the Bailey & Winters Co., with its principal office at Mountain View, N. J., to buy and sell grain, flour, feed, cereals, hay, straw, brewery grains, etc. The capital stock is \$10,000. The incorporators are: Ira A. Mitchell, Peter Bailey, Charles W. Winters and Fred B. Earl.

The grain store of Phillips, Bates & Co., at Hanover Four Corners, Mass., was visited by burgiars at an early hour on the morning of May 14. The safe was blown open and about \$700 in cash and a number of checks taken. The robbers overlooked about \$25 in bills which were in a desk in the office, and they either lost or threw

away cheeks to the amount of \$864, which were afterwards found in a church shed in South Hanover.

1. O. Ellison of Haverhill, Mass., has purchased the grain business of Henry P. Poor at Georgetown, Mass. Mr. Poor will continue in charge of the business for the new owner.

The Bay State Flour and Grain Co. has been incorporated at Newark, N. J., with an authorized capital stock of \$50,000, of which \$25,000 is paid up. Edward Elsworth, Walter H. Sloane, Charles T. Neale, Samuel Metealf and Harry H. Picking are the incorporators. The shares are divided into 800 preferred and 1,200 common stock.

The Fred A. Mann Co. has been incorporated at Worcester. Mass., to succeed the firm of Fred A. Mann & Co., which was dissolved on the retirement of Charles F. Mann. The new corporation is capitalized at \$10,000 and will deal in grain, hay, coal, feed, etc. The officers are: Fred A. Mann, president; Thomas E. Sterne, treasurer, and William E. Marey, clerk.

The two big grain elevators controlled by the Girard Point Storage Co., one of the interests of the Pennsylvania Railroad, at Girard Point, Pa., have been closed and the 100 men employed at them discharged. The closing is a result of the present stringency of the grain market and the extremely small quantity of wheat that has been arriving at Philadelphia for export purposes.

The trouble between some of the elevator owners at Buffalo, N. Y., and the housemen in their employ has been settled by the signing of agreements which cover the questions of wages, working hours, etc., from May 23 to January 1, 1905. Five elevators at Buffalo were started up on May 23. They are the Niagara A and B, the Eric, the Ontario and the Mutual. There were, at that time, 1,107,000 bushels of grain in that port, including corn, wheat, barley and oats. At some elevators only temporary working agreements are in effect, covering the work on grain now in that port,

CANADIAN.

Elevators will be built this season at the new stations of Neclins and Glenora, Man.

The Imperial Elevator Co. has purchased A. Sinclair's lumber yard at Wapella, Assa.

The Canadian Elevator Co. has purchased the business of the Morris Lumber Co. at Morris, Man.

The Raymond Milling and Elevator Co. of Raymond, Alberta, will erect a 35,000-bushel elevator at Magrath, Alberta.

A. H. Wagner, of the firm of Wagner Bros., until recently grain dealers at Plum Coulee, Man., has moved to Winnipeg.

Frederick Vickett, a grain, flour and feed merchant of Princeton, Ont., is reported to be about to sell his business.

The firm of McDowell & Rosie, dealing in grain, hay and feed at Vietoria, B. C., has been dissolved, Mr. Rosie succeeding to the business.

It is announced that a 1,000,000-bushel wheat

clevator will be built at Port Arthur, Ont., by the American Cereal Co. of Peterboro, Ont. Harbor Commissioners' No. 1, the new grain

elevator in Montreal harbor, is expected to be ready for operation about the middle of this month.

W. J. Lawler has sold his interest in the grain business of Hopper & Lawler at Arcola, Assa., and other points, to Jacob MeNeil. The business will be continued under the firm name of Hopper & McNeil.

J. G. King & Co.'s eleaning elevator at Port Arthur, Ont., was recently disabled by an aecident to the machinery and for that reason was able to handle only a portion of the grain shipped there for treatment. New machinery, which will about double the handling capacity, is being installed.

The tile elevator which the Canadian Northern Railway Co. commenced at Port Arthur, Ont., last year is now nearing completion. The company has decided to creet a 500,000-bushel cleaning and drying elevator at Port Arthur and work on the same will shortly be commenced. It will be located near the present elevators of the railway company and is to be completed in time for the comping crop. The Canadian Northern will also make extensive improvements to its docks and yards at Port Arthur.

Work has been commenced at Fort William, Ont., on the new working house to the Canadian Pacific Railway Co.'s Elevator "E," which will supplant the burned Elevator "B." The Barnett & Record Co. of Minneapolis, Minn., has been awarded the contract. The working house will bave a handling capacity of 400,000 bushels of wheat a day, an average of from 32 to 40 cars an hour. It will be completed in time for handling the new crop this fall. The railway company will use the ground formerly occupied by Elevator "B" for additional yard room, as the new work-

ing house will be erected near Elevator "E." An electric power plant has been iustalled to operate Elevator "E," that house being formerly operated from Elevator "B," and was closed down by the burning of the latter building. For a time the steel house, Elevator "D," was the ouly one available for shipping grain, as the Elevators "A," "C" and "E" were all out of commission. There was \$481,000 insurance on the grain in the burned Elevator "B" and \$190,000 on the building, boilers and machinery.

THE DAKOTAS.

A new grain elevator will be built at Forestville, S. D. $\,$

An elevator will be built at Wheelock, N. D., this summer.

The Monarch Elevator at Nome, N. D., is closed for the summer.

Charles Kostboth has built a grain elevator near Canastota, S. D.

L. N. Crill of Elk Point, S. D., will build an elevator at Tripp, S. D.

The Hubbard & Palmer Co. is building a large grain elevator at Valley Springs, S. D.

The Peavey Elevator Co. is putting up eoal sheds near its elevator at Hillsboro, N. D.

An elevator will be built at De Smet, S. D. F. W. Ryan and J. L. Van Hook are interested parties.

The portion of the Imperial Elevator at Souris, N. D., which was recently damaged by fire, has been repaired.

The Speneer Milling Co. of Speneer, Iowa, has leased the Reliance Elevator Co.'s elevator at Pukwana, S. D.

The Grain and Mercantile Co. of Dempster, S. D., will erect a 25,000-bushel erib elevator. Bids have been asked for.

The farmers' organization of Mansfield, S. D., is negotiating for the purchase of Jessen & Lang's elevator at that place.

Farmers around Bowbells, N. D., have organized a co-operative company to build an elevator and run a store at that place.

The Farmers' Elevator Co. of Milbank, S. D., is enlarging its elevator at that place. The eapacity will be greatly increased.

Work on the new Downing Elevator at Lamoure, N. D., is progressing favorably. It is being built on the site of the old one.

The Farmers' Elevator Co. of Canastota, S. D., is said to be having a hard time to secure a site from the railroad company.

C. G. Dunn has sold his elevator at Farmer, S. D., to J. T. Seroggs of Beresford, S. D., possession being given June 1.

The Duluth Elevator Co.'s new elevator at Mekinoek, N. D., which replaces the one destroyed by fire some time ago, has been completed.

The Sullivan Lumber Co. of Litehville, N. D., has made application for an elevator site at Mariou, N. D., and will probably build this summer.

MeLaughlin's Elevator at Brockett, N. D., has been taken over by the St. Anthony & Dakota Elevator Co. G. Holmes will continue in charge.

A report from Sioux Falls, S. D., states that farmers' elevator companies are being formed at Claremont, Putney, Groton and some other South Dakota towns.

The M. & N. Elevator at Buxton, N. D., has been overhauled and some new machinery has been put iu. A new power plant is included in the improvements.

W. Z. Sharp is remodeling his elevator at Artesian. S. D. A cribbed cupola, 18x40 feet, will be built on the elevator, a gasoline engine installed and other improvements made.

The Monarch Elevator Co. has been making a number of improvements to its elevator at Milnor. N. D. A stone foundation has been put in, a new driveway built and the building repaired.

West Hope, N. D., has five elevators and A. L. Foster contemplates erecting the sixth one. Mr. Foster built one of the first elevators at that place, but sold out to Helgerson Bros. last winter

The Imperial Elevator Co. of Minneapolis, Minn., has purchased the Piukerton-Kellogg Co.'s lumber and fuel business at Lakota, N. D. The Imperial Company will ereet additional sheds and a new grain elevator at Lakota.

The Truax & Betts Elevator Co. of Mitchell, S. D., has commenced work on its elevator at Loomis, S. D. The foundation is of eement and was completed last fall. The elevator will have a capacity of 20,000 bushels.

The Heising Elevator Co. is remodeling its elevator at Bisbee, N. D., and making some improvements. An 8-horsepower gasoline engine has been installed and a stone foundation built under the elevator. W. T. Heising of Northwood, N. D.,

superintendent of the company, has been in personal charge of the work.

The Minneapolis & Northern Elevator Co. has overhauled its elevator at Hillsboro, N. D., and installed some new machinery.

The Farmers' Elevator Co. of Mt. Vernon, S. D., will build a 20,000-bushel elevator. It will be 26x30 feet in size, of crib construction and equipped with modern machinery, including Fairbanks Hopper Scales and a Fairbanks-Morse Gasoline Engine.

The Russell-Miller Milling Co. of Jamestown, N. D., is building a 40,000-bushel grain elevator at Eldridge, N. D. Honstain, Bird & Co. of Minneapolis, Minn., have the contract. The milling company will also build a 55,000-bushel elevator near its new flour mill at Valley City, N. D.

WESTERN.

Gray & Gray have sold their flour and feed business at Puyallup, Wash., to H. J. Sourwine & Co.

The foundation for the Gallatin Valley Milling Co.'s 250,000-bushel steel and concrete elevator at Belgrade, Mont., has been completed.

The Jones-Scott Co. has been chartered at Walla Walla, Wash., with a capital stock of \$25,000, to operate warehouses, buy and sell grain, etc. The iucorporators are: William Jones, J. C. Scott and Harry B. Strong.

Harry Bantz and W. S. Ray, who have been doing a grain, feed and fuel business at Riverside, Cal., under the name and style of the Bantz & Ray City Barley Mills, have dissolved partnership, Mr. Ray retiring. The business will be continued by Mr. Bantz.

OHIO, INDIANA AND MICHIGAN.

Work on the elevator at Pioneer, Ohio, is in progress.

R. D. Sly is remodeling his elevator at Clarksfield, Ohio.

A new elevator is being built at Pennville, Ind., by Arnold & Engler.

Bert Miller of Frankfort, Ind., is building an elevator at Avery, Ind.

The Farmers' Grain Co. succeeds the Ceeil Grain and Elevator Co. at Cecil, Ohio.

The machinery and engine are being installed in the new Lynch Elevator at Darlington, Ind.

John M. Lambert & Son are reported to have sold their grain business at Lebanon, Ohio.

R. F. Chenowith has succeeded to the grain business of Chenowith Bros. at London, Ohio.

M. J. Lee's elevator at Attica, Ind., has been reopened with Thomas P. Campbell as manager.

Crabbs & Reynolds of Crawfordsville, Iud., are building a new grain elevator at Wheeler Station

building a new grain elevator at Wheeler Station, Ind.

W. F. Tuttle & Co. have succeeded to the grain

W. E. Tuttle & Co. have succeeded to the grain and seed business of W. E. Tuttle at Springfield, Ohio.

Adams & Adams is the style of the firm sueceeding J. W. Adams in the grain trade at Grammer, Ind.

The Advance Grain Co. has remodeled its elevator at Advance, Ind., and installed some new machinery.

Johnson & Son, grain and seed merchants, are erecting a new elevator at Goshen, Ind. It will cost \$3,500.

L. G. Ewer, wholesale grain dealer at Battle Creek, Mich., is reported to have moved to Detroit, that state.

The Herzer Elevator Co., Paulding, Ohio, has been succeeded by the recently incorporated Farmers' Grain Co.

The Brighton Elevator Co. of Brighton, Ohio, gave its third annual opening and picnie to its employes on June 3 and 4.

J. A. Neal & Co. have overhauled and remodeled

their elevators at Peru, Ind. A line of new machinery was installed.

The F. M. Towner Co., grain and produce deal-

ers of Morriee, Mich., is reported to be discontinuing its grain business.

The People's Grain Co. will remodel its elevator

at Tipton, Ohio. The N. A. Grabill Co. of Daleville, Ind., has the contract.

The Dillon Grain Co. has completed its new elevator at North Lewisburg. Ohio. It was built by the N. A. Grabill Co. of Daleville, Ind.

Charles A. Phillippi's new elevator at Bicknell, Ind., is completed and in operation. It cost about \$6,000 and is operated by a gasoline engine.

E. W. Burkhart has purchased the interest of N. G. Swarthout in the grain and produce firm of Swarthout & Burkhart, at Fowlerville, Mich., and will continue the business alone. Mr. Swarthout retires to take a rest for the benefit of his health.

The firm has done a large business in the handling of beans in addition to its grain trade.

C. M. Lemon, proprietor of the flour mill at Bedford, Ind., will erect a new elevator at Elnora. Ind. A site has been purchased and work will shortly be commenced.

The Detroit Milling Co. has let the coutract to the Barnett & Record Co. for the construction of concrete storage with a capacity of 150,000 bushels at its Adrian, Mich., plant.

Four concrete storage tauks with a capacity of 160,000 bushels will be erected adjoining David Stott's milling plant at Adriau, Mich. The Baruett & Record Co. of Minneapolis, Minn., has the contract.

The Petroleum Graiu Co. will build an elevator at Petroleum, Ind. The company is composed mainly of Berne, Ind., parties. The N. A. Grabill Co. of Daleville, Ind., has the contract for the new house.

The McMillen Grain Co. has been chartered at Van Wert, Ohio, with a capital stock of \$100,000. W. W. McMillen, D. W. McMillen, R. R. Richison, Bernice McMillen and E. K. Wright are the incorporators.

The Ann Arbor Railway Co.'s grain elevator at Ann Arbor, Mich., which was built at a cost of \$25,000 and which has been idle practically since its erection, has been leased by the Northern Grain Co., who will operate it.

Cary Jaekson of Falmouth, Ind., who recently purchased R. E. Zorn's elevator at Ging, Ind., has overhauled the elevator and put it in good repair. He will operate this house as well as the one at Falmouth. Mr. Zorn sold out on account of ill health.

D. P. Simison & Co. are rebuilding their elevator at Romney, Ind., which burned a few weeks ago. The new elevator will be metal-elad and have a storage eapacity of between 25,000 and 30,000 bushels. It will eost about \$30,000 and will be larger and more modern than the burned house. The engine and boilers will be placed in a separate building, thus lessening the chance of a fire. Henderson & Friedline of Lafayette, Ind., have the coutract.

SOUTHERN AND SOUTHWESTERN.

L. H. Helfer & Sons are building a grain elevator at Barlow, Ky.

Local parties are erecting a new grain elevator

at Prosper, Texas.

The Richardson Co. has built a 15,000-bushel

grain elevator at Justin, Texas.

A 60,000-bushel elevator is being built at Rhome,

Texas, by the Rhome Milling Co.

A 25,000-bushel addition is being built to the Bently Elevator at Krum, Texas.

The grain firm of H. E. Critteuden & Co. at Savannah. Ga., has been dissolved.

Savannah, Ga., has been dissolved.

John Zimmerman is reported to have discontinued the grain business at Helena, Okla.

M. C. McCafferty will install a new Hall Grain Distributor in his elevator at Covington, Okla.

The Commerce Milling and Grain Co. is ereeting a 100,000-bushel grain elevator at Commerce, Texas.

The Sleeper Grain Co. of Waxahachie, Texas, has amended its charter, changing its corporate name to Waxahachie Grain Co.

It is reported that the Inter-State Grain Co., a Minnesota corporation, will ereet a number of elevators in Texas and Oklahoma.

Hill & Webb are erecting an elevator at Me-Kinney, Texas, with a eapacity of 50,000 bushels. A 4,000-bushel corn warehouse will also be built.

The Wirt & Lyons Co., grain merehants of Enid, Okla.. is preparing to ereet wheat elevators at every station on the line of the D., E. & G. Railway.

The Bonham Mill and Elevator Co. of Bonham, Texas, has filed an amendment to its charter increasing its capital stock from \$25,000 to \$50,000.

The Krum Mill and Elevator Co. is building a 50,000-bushel steel-storage elevator at Krum, Texas. The company will also increase the capacity of its mill.

The Harrisonburg Milling Co. of Harrisonburg, Va., will build a 25,000-bushel wheat elevator and install a 150-horsepower engine. A chopping outfit will also be added.

The Wiehita Mill and Elevator Co. of Wichita Falls, Texas, has increased its eapital stock from \$100,000 to \$150,000. The company is building a grain elevator at Rhome, Texas.

A co-operative elevator will be built at Manchester, Okla., by the National Farmers' Exchange. A site has been secured and construction work will shortly be commenced.

The Stephenson-Neal Grain Co. of Birmingham, Ala., eapitalized at \$10,000, has filed articles of incorporation. The officers of the company are: Ben A. Neal. president; John J. Stephenson, vice-

president and general manager; L. D. Schwab, secretary.

The Citizens' Mill and Elevator Co., recently incorporated at Justin, Texas, with a capital of \$30,000, is building a 50,000-bushel elevator. This will make four grain elevators at that place.

E. J. Miller's new 20,000-bushel elevator at Perry, Okla., is being pushed to completion as rapidly as possible. His old elevator was moved from its former site to make room for the new house.

A charter has been granted to the Mahone & Henley Grain Co. of Marshall, Texas. The capital stock is \$10,000 and the incorporators are: John N. Mahone, L. H. Henley, E. W. Mahone and M. J. Henley.

The Independence Mill and Elevator Co. has filed articles of incorporation at Independence, Okla., with a capital stock of \$10,000. The incorporators are: J. G. Brickman, A. Horsack and William Horsack.

The Braman Grain Co. has been chartered at Braman, Okla., with a capital stock of \$20,000. The incorporators are: P. D. Van Cleave, D. M. Lemar, P. H. McElhone, J. A. Hiatt and William Orr, all of Braman.

At Little Rock, Ark., the Rauch-Darragh Grain Co. has been incorporated with a capital stock of \$10,000 to deal in grain, flour, feed, hay, fuel, etc. The incorporators are: F. K. Darragh, Alex. J. Rauch and George E. Coffman.

The H. H. Crouch Grain Co. is erecting a grain clevator, corn mill and flour mill at Waco, Texas. The main building will be 50x150 feet. Flour mill machinery will not be installed until next fall. The plant will cost about \$50,000.

The Brackett-Wallace Mill & Grain Co. of Sherman and Van Alstynee, Texas, has been chartered with a capital stock of \$125,000. W. O. Brackett, H. R. Wallace, C. S. Arnold, E. A. Turner and Hamp Abner are the incorporators.

R. M. Moomaugh, who for the past four years has been manager of the Globe Mills Co. at Nashville, Tenn., has resigned and will engage in the grain and flour business on his own account. Mr. Moomaugh is regarded as an expert judge of flour.

The Carrier Mill, Elevator and Mercantile Co. of Carrier, Okla., has been granted a charter. The company is capitalized at \$40,000 and the following are the incorporators: S. E. Carrier, Frank Jett, H. C. Nelson, J. F. Hale and William Gritzmaker.

The Harris-Scotten Co., which recently took over the Richardson Grain Co.'s line of elevators in Texas, has been incorporated under the laws of that state, with a capital of \$500,000. The principal Texas office will be at Galveston and the eompany will do a grain export business through that port.

A grain elevator to cost \$10,000 will be built at Kaufman, Texas, by the Merchants' Warehouse and Elevator Co. of that place. The elevator will be 40x120 feet on the ground and 40 feet high. Part of the material is now on the ground and work will be commenced at once. The company will also erect a flour mill in connection with the elevator.

A dispatch from New York City states that the Rock Island Railway will now begin the construction of extensive terminals at New Orleans, I.a., and that the work will be pushed as rapidly as possible. From \$1,000,000 to \$1,500,000 will be expended in the construction of dock facilities, with grain elevators, warehouses, etc.

IOWA.

W. H. Eaton will build a new elevator at Emerson, Iowa.

T. J. McCormick's new elevator at Stanton, Iowa, is nearing completion.

W. C. Sievers has sold his grain business at Walnut, Iowa, to G. H. Bunton.

The foundation for Thomas Cashman's new elevator at Goodel, Iowa, is completed.

The Neola Elevator Co. is reported to be remodeling its elevator at Panama, Iowa.

E. Poole and G. H. Foye have bought Peter Jorgensen's grain and feed business at Harlan, Iowa.

The Neola Elevator Co. has torn down its corn cribs at Sloan, Iowa, and is rebuilding them nearer its elevator.

O. M. Johnson is reported to be making a number of improvements to his elevator at Huxley, lowa, including the putting in of a new dump.

The Farmers' Co-operative Society of Dougherty, Iowa, has decided to huild an elevator instead of pnrchasing one as was at first contemplated.

C. M. Gowdy of Corwith, Iowa, who owns and operates elevators at Britt and Hutchins, Iowa, will erect a 25,000-bushel elevator at Kanawha.

lowa, in the near future. A site has been purchased.

The Inter-State Elevator Co. will erect an elevator at Halfa, Iowa.

The Farmers' Union Elevator Co. of Galva, Iowa, which erected a 30,000-bushel elevator nearly a year ago, has succeeded in securing a side track to its building.

On account of the plans of the C., B. & Q. R. R. for tearing out the sidetrack on which his former elevator was located, it is stated that John H. Hopp will not rebuild the house at Hillsdale, lowa, which burned April 24.

The Iowa-Minnesota Cereal Co. of Mason City, Iowa, recently chartered, of which Hon. Thomas A. Way is president, has purchased a string of twenty-two elevators in Iowa and Southern Minnesota. The Iowa houses are located on the M. & St. L. Ry. and the Minnesota houses on the line of the C. M. & St. P. Ry.

Charles Hill has sold the grain and fuel business at Hartley, Iowa, operated under the style of the Hartley Grain Co., to Truax & Betts of Mitchell, S. D. Mr. Hill's residence at Hartley was included in the transaction. A portion of the consideration was a 160-acre farm near Graceville, Minn. C. H. Betts of Cecil, Wis., will have charge of the elevator and Mr. Hill will remove to Minneapolis.

MINNESOTA AND WISCONSIN.

An elevator will be built at Richwood, Minn.

A farmers' elevator is to be built at Le Sueur,
Minn.

Farmers in the vicinity of Wilder, Minn., are talking of building an elevator.

The grain firm of Hagen & Miller at Minneapolis, Minn., has been dissolved.

The Inter-State Elevator at Triumph, Minn., is closed and will not be reopened until August.

Work has been commenced on Keonig Bros. & Meschke's new elevator at Swanville, Minn.

V. H. Morrill & Co., grain dealers of Union Center, Wis., are reported to have sold their business.

A. W. Finnegan has bought the interest of F. Degnitz in the Degnitz-Gesshmel Elevator at Adell, Wis.

E. I. Leeland has bought the Western Elevator Co.'s elevator at Minneota, Minn., and has taken possession.

The Farmers' Elevator Co. of Brownton, Minn., is reported to have abandoned the idea of building an elevator.

The Spencer Grain Co. has sold its elevator at Blooming Prairie, Minn., to the Reliance Elevator Co. of Minneapolis.

A loading platform will be built at Heron Lake, Minn., to enable the "scoop shovelers" to compete with the line houses.

The Anderson Elevator and the Minnesota Elevator Co.'s elevator at Claremont, Minn., have both been undergoing repairs.

The N. C. Foster Lumber Co. has commenced the preleminary work on the construction of its new elevator at Fairchild, Wis.

The Northwestern Elevator at Danvers, Minu., has been overhauled and repaired preparatory to handling the coming wheat crop.

C. Steinkopf has sold his elevator at Buffalo Lake, Minn., to A. H. McIntyre of Minneapolis. Possession will be given July 15.

The Farmers' Co-operative Elevator Co. of Ihlen, Minn., will erect a 40,000-bushel grain elevator and is asking for bids on the same.

The St. Anthony & Dakota and Minneapolis & Northern elevators at Kent, Minn., have been repaired and put in shape for handling the new crop.

It is announced that the Osborne-McMillan Elevator Co. will commence the erection of an elevator at Otter Tail, Minn., about the middle of this month.

The Rockwell Elevator Co. has been incorporated at Milwaukee, Wis., with a capital stock of \$40,000. W. E. Ellis, J. W. Baer and John M. Lull are the incorporators.

The Western Elevator Co. is overhauling and remodeling its house at Claremont, Minn. An addition nearly doubling the storage capacity of the elevator is being built.

The Wisconsin Elevator Co.'s new 30,000-bushel grain elevator at Roberts, Wis., is almost completed. It replaces the one burned on February 27 last, and is modern throughou*.

The Farmers' Elevator and Warehouse Association of Sleepy Eye, Minn., is building a 40,000-bushel elevator at that place. The new house will be 30x36 feet in size and will be completed in time for the coming crop. The old elevator will be used mainly for the storage of coarse grains. It is stated that the above-named association is practically the only one in Minnesota which has

been really successful. Charles Cutting is manager.

The Montevideo Merchants' and Farmers' Elevator Co. will make a number of improvements to its elevator at Montevideo, Minu., including the installation of new dump and hopper scales.

The Pacific Elevator Co.'s new elevator at Fairfax, Minn., which replaces the one burned last January, is completed and is now in operation. A gasoline engine supplies the motive power.

The Northwestern Elevator Co. is rebuilding its elevator at Appleton, Minn., which was recently destroyed by fire. The new house will have a slightly smaller capacity than the one burned.

The Schmid & Anderson Grain Co. of Springfield, Minn., has filed articles of incorporation with a capital stock of \$50,000. The incorporators are: John B. Schmid, W. A. Anderson and A. G. Anderson.

The Northwestern Elevator Co. has built a new brick engine house adjoining its elevator at Benson, Minn. An eight-horsepower gasoline engine has been installed to operate the machinery. H. C. Phipps is manager.

G. T. Honstain has the general contract for a 100,000-bushel elevator to be erected at the Minneapolis Brewing Co.'s plant on Marshall Street, North-East, in Minneapolis. It will be of brick and will be fireproof throughout.

The Ortonville Farmers' Elevator Co.'s elevator at Ortonville, Minn., which closed down several weeks ago on account of the resignation of hoth the buyer and manager, is again in operation. George Brakre, formerly of Ludden, S. D., is in charge.

McCabe Bros., grain merchants of Duluth, Minn., have purchased the Amenia-Sharon Land Co.'s 40,000-bushel elevator at Superior, Wis., known as the "hospital elevator." The new owners will enlarge the house, greatly increasing its capacity.

The Farmers' Elevator at St. Peter, Minn., which was purchased some time ago by Remund & Wilson of Minneapolis, Minn., has again changed hands. It is now owned by the McIntyre Elevator Co. Harry Davis, who was in charge of the house, has resigned his position.

The Farmers' Elevator at Morris, Minn., which was purchased last year hy L. J. Schlattman, has been acquired by the Douglas Elevator Co. of Minneapolis, Minn. It is said that the old elevator will be moved from its present location and a new and modern one bnilt on the site.

A bnilding permit for the erection of a grain elevator at Belle Street and Twenty-first Avenue South, Minneapolis, Minn., has been issued to Henry P. A. Martyn, of that city. The elevator will be 41x41 feet in size, metal-clad. A brick power house, 20x20 feet, will also be built. The plant will cost about \$11,000.

The Eagle Roller Mill Co. of New Ulm, Minn., will spend about \$16,000 in repairing and remodeling its line of elevators and will also, it is said, build some additional honses. Since the capacity of the company's mill was increased its line of elevators has proved inadequate to the demand for wheat storage for grinding purposes. The company's elevator at Lake Preston, S. D., will be torn down and a new elevator, to cost \$4,500, will he erected on the site. About \$2,500 be spent in remodeling the elevator at Cohden, Minn., and a like sum is to be expended on the elevator at Kampeska, S. D., for the same purpose. Repairs will also be made to the milling company's other elevators. G. T. Honstain of Minneapolis, Minn., has been awarded the con tract for the above work. Four additional elevators are to be erected and the following Minnesota towns are said to have been selected for purpose: Fairfax, Dawson, Madison and Clarkfield. When the present plans are carried out the Eagle Roller Mill Co. will own and control about fifty-four elevators.

A REMARKABLE YIELD.

Mr. P. B. Crosby, a farmer residing on the Shell Road, near Catonsville, Md., has succeeded in raising in a single field a crop of corn that measured 120 bushels of ears, besides the nubbins, to the acre. This remarkable result was brought ahout after an experiment in pollenizing Mcxican June corn with several American varieties. The new variety of corn has been named "Collingwood" hy Mr. Crosby. The average yield of corn is 90 to 100 bushels to the acre.

This variety of corn is large, the average ears being ten inches in length. The cob is small, and the depth of the grain larger than the ordinary varieties. Mr. Crosby contends that there are two other points of value about his new corn, viz.: Strength of stalk, thus enabling it to withstand storms, and excellence of the fodder. Thirty-five ears of the corn weighed thirty-six pounds.

COMMISSION

The grain commission firm of Parker & Stringfellow at Shreveport, La., has been dissolved.

A. K. Munson is now representing Otto E. Lohrke & Co. in the wheat pit of the Chicago Board of Trade.

The Hayes-Eames Elevator Co. of Hastings, Neb., announces the removal of its main office to Lincoln, Neb. The change was made June 13.

Charles V. Marsh, formerly of Charles Counselman & Co., Chicago, has made a connection with the commission house of Alfred L. Baker & Co.

Edward G. Heeman, Chicago, announces that he has arranged to transact his business, in the future, through the well-known house of Charles W. Gillett & Co.

A. P. Aldrich & Son of Boston, Mass., have incorporated with a capital stock of \$150,000, to deal in grain. Allen P. Aldrich is president and Alvin E. Aldrich, treasnrer.

Manager M. R. Ryley of the International Milling & Elevator Co. opened his enlarged and newly furnished offices on the fifth floor of the Buffalo Chamber of Commerce Building on June 4.

The Worrall Grain Co. has filed articles of incorporation at Omaha, Neb., with a capital stock of \$50,000. The incorporators are: Thomas D. Worrall, Charles T. Peavey, J. W. Thomas and W. H. Ahmanson.

The McMillen Grain Co. of Van Wert, Ohio, was incorporated on May 27, with a capital stock of \$100,000. The incorporators are: J. W. McMillen, R. R. Richison, D. W. McMillen, Bernice McMillen and Evan K. Wright.

The O'Dell Stock and Grain Co. has been incorporated at Cincinnati, Ohio, with a capital stock of \$250,000. The incorporators are: William J. O'Dell, George Stapley, Thomas F. Shay, John Hayes and Charles J. O'Dell.

Van Ness Brothers of Chicago and Peoria, Ill., report a very large commission business at Peoria since opening their office in 7 and 9 Chamber of Commerce Building, that city. The Peoria branch is in charge of D. I. Van Ness.

A. S. Floyd and F. B. Crawford, of Floyd, Crawford & Co., grain commission merchants of New York and Chicago, who failed recently, were suspended by the directors of the Chicago Board of Trade for failure to pay claims to members.

The Rauch-Darragh Grain Co. has been incorporated at Little Rock, Ark., with a capital stock of \$25,000, of which \$10,000 has been subscribed. Alex. J. Rauch is president; George E. Coffman, vice-president, and F. X. Darragh, secretary-treasurer.

Rosenbaum Brothers of Chicago are sending ont a card to their triends announcing that their head-quarters at Milwaukee at the National Convention will be rooms 248 and 249 Plankinton Hotel, and inviting them to have their mail and wires addressed in the Chicago firm's care.

McCarthy Bros. & Graves, grain commission merchants of Minneapolis, Minn., have opened a branch office at No. 7 Nicollet Block, that city. The members of the firm are James H. and Thomas G. McCarthy and James Graves, all members of the Minneapolis Chamber of Commerce. Mr. Graves will have charge of the new office.

The Raymond P. Lipe Co., with main offices at Toledo. Ohio, has been chartered with a capital stock of \$200,000. The ineorporation is a change from a partnership to a stock company. The incorporators are: Raymond P. Lipe, Hughes McFarland, R. J. McIntosh, W. E. Tompkins and Chester F. Dorr. The company owns and operates a line of country grain elevators.

Herman Reel, president of the Milwaukee Produce Co. of Milwaukee, Wis., was recently suspended by the Milwaukee Chamber of Commerce for a period of one year. He was adjudged guilty of an offense against the dignity and good name of the Chamber of Commerce. The complaint against him, which resulted in the suspension of his privileges, as a member, was made by Daggett & Co., a Minneapolis commission firm.

The firm of Counselman & Co. was merged with the New York firm of Shearson, Hammill & Co on May 21. the new partnership taking the firm name of the New York concern. The New York Stock Exchange membership of the late Charles Counselman is acquired by the Eastern firm, and Harry D. Sturtevant, the managing partner of Counselman & Co. since the recent death of Mr. Counselman, becomes a partner in the new firm and will continue to manage the Chicago office. The Counselman grain interests are to be retained by Charles Counselman & Co., the well-

known elevator firm. The local offices of Counselman & Co., at 240 La Salle Street, Chicago, will be retained. The offices at 52 Broadway, New York, will be given up, but those at 6 West Thirty-third Street, New York, will be continued.

The grain brokerage business of C. A. Burks & Co. of Decatur, Ill., has been absorbed by J. F. Sprague & Co., with offices at 209-211 Merchants' Exchange Building. Mr. Sprague has been an active member of the firm for some time aud is well known to shippers of Illinois. Mr. Burks will devote his entire time to his elevator brokerage business, in which he has met with unusual success.

THE EXCHANGES

The Kansas City Board of Trade has established a new rule requiring all regular houses in that market to have a minimum bin capacity of 100,000 bushels.

E. C. Ware has been named as first assistant sampler under the new department of grain sampling and flaxseed inspection of the Chicago Board of Trade.

B. A. Eckhart, upon the appointment of the directors, represented the Chicago Board of Trade at the Niagara Falls meeting of the Millers' National Federation, June 8, 9 and 10.

The directors of the new Corn Exchange of Buffalo have elected Charles Kennedy president; Riley E. Pratt, vice-president; E. T. Washburn, treasurer, and R. W. Searle, secretary.

The Bnffalo Chamber of Commerce will send a delegation to the Milwaukee meeting of the National Grain Dealers' Association, June 22-24. An effort will be made to secure the 1905 convention for Buffalo.

The transportation committee of the Chicago Board of Trade has recommended to the directors that the Board take no action in the Eastern fight over the question of freight differentials to Eastern Atlantic ports.

The members of the Winnipeg Grain Exchange presented Athol McBean, of the firm of Bruce McBean & Co., grain brokers of Winnipeg, with a handsome cabinet of silver on the occasion of his marriage recently. Mr. McBean is the youngest member of the Exchange.

The thirty-tourth annual report of the Peoria Board of Trade, showing the extent of the trade and commerce of Peoria for the year ending December 31, 1903, has been issued by R. C. Grier, secretary. The book is devoted to tabular reviews of the receipts and shipments of grain and other commodities and also contains much additional information of interest to the grain trade.

The directors of the Chicago Board of Trade have appointed the following delegation to attend the convention of the Grain Dealers' National Association at Milwaukee on June 22 to 24, inclusive: Walter Fitch, E. W. Wagner, George E. Marcy, James Pettit, F. S. Martin, R. H. Donnelley, N. S. Crosby, I. P. Rumsey, W. N. Eckhardt, D. I. Van Ness, J. R. Leonard.

Four of the members of the New York stock firm of Shearson-Hamill, which has entered the grain trade, have become members of the Chicago Board of Trade. They are Edward Shearson, Charles A. Shearson, William H. Busk and Henry W. Paret. Mr. Hamill of New York and H. D. Sturtevant, the Chicago member of the new house, were already members.

The grain committee has been reappointed by the Chicago Board of Trade under the new regulations establishing the grain sampling and seed inspection department. The committee is the same that has done excellent work in the inspection of grain for months past. H. N. Sager is chairman, the other members being C. G. Pierce, James Templeton, B. A. Eckhart and W. N. Eckhardt.

The last regular meeting of the board of governors of the Indianapolis Board of Trade for the fiscal year was held June 6, when a vote of thanks was tendered President Charles C. Perry for his efficient service during his term of office. A general meeting of the members was held on June 11, at which time the reports of the secretary and auditing committee were submitted. The election of officers for the ensuing year was held June 13.

The directors of the Chicago Board of Trade had a novel question to decide in the case of Samuel E. Dunham, whose membership was posted for transfer. Claims were filed against him by creditors arising out of his failure early in the '90s. His offer to settle claims at that time for 25c on the dollar was rejected by some of the creditors. His membership lapsed at that time and several years later he became a member again, leasing a membership and furnishing a bond to return it free

of incnmbrances. The directors rejected the claims on the ground that they should have been pressed when Mr. Dunham made application for membership the last time.

There is some opposition to the new rule of the St. Louis Merchants' Exchange weighing committee, which abolishes the practice of allowing tare when unloading grain. Formerly a tare of 3 pounds in 1,000 pounds was allowed the buyer, but from now on no dockage will be allowed.

Directors of the Chicago Board of Trade will call for the \$25 assessment with which to buy memberships at \$3,000. It will give a fund of \$45,000 and retire fifteen memberships. The money is payable July 1. Recent sales of memberships have been made at \$2,975 up to \$3,075 net to the buyer.

The Appellate Court has upheld the Chicago Board of Trade in the expulsion of a member for the violation of a rule forbidding members to conduct business on less than regular commissions. The decision was in the case of John Dickinson, who filed mandamus proceedings to compel reinstatement by the Board. He was expelled in 1901.

NASHVILLE EXCHANGE BOOMING.

Because of increased membership and business the Nashville Grain Exchange has been compelled to secure additional room. The Exchange was organized a little over a year ago and has prospered from the start.

Secretary W. R. Cornelius is quoted as saying: "We intend to build a home of our own before long. The Grain Exchange has done wonders for the dealers of Nashville. It has produced a great increase in business. It has brought dealers from the Northwest, who have become members of the Association, and it has caused the recognition of Nashville as a grain market. New elevators have already gone up, and others are planned."

RULES AT WINNIPEG.

The Winnipeg Grain Exchange has amended its rules governing deliveries. By-law 17, rule 2, now reads: "Rule 2. On all deliveries of contract grain, the quantities shall be in lots of 500 bushels or multiples thereof; provided, that in all contracts without any special agreement as to quantity it shall be nnderstood and be an implied condition thereof that 5,000 bushels of grain are bought or sold. Delivery may be made either by warehouse receipts or by complete carload documents. Where delivery is made by warehouse receipts a variation of one per cent between the quantity delivered and that contracted for shall be allowed; where delivery is made by carload documents the quantity shall be as near as can be made, and only part of a carload, more or less, will be allowed; any excess or deficit within the above limits shall be settled for at the closing price on the day of The place of performance under such delivery. contract shall be at the said city of Winnipeg, where the proper documents are to be delivered over. At the time of completion the grain must be in store in an elevator or warehouse at the points of Fort William and Port Arthur in the province of Ontario, declared by resolution of the council to be a regular warehouse.'

ANNUAL MEETING AT NEW YORK.

The annual meeting of the New York Produce Exchange was held on May 31. President E. G. Burgess, in his address, drew attention to the fact that the grain trade of the port of New York has diminished to such an extent that the Brooklyn warehouse owners have reduced their grain storage capacity from 21,000,000 to 7,500,000 bushels. As a result the grain delivery system is to be extended to Buffalo. After August 1, 1904, deliveries of contract grade may be made either at Buffalo or New York, in a licensed warehouse or elevator, and an official inspection will be established in Buffalo, the same as at New York.

The report dwells at length on the fact that American grain is losing the European market largely because of high prices here and the ability of other grain producing countries to compete with

The annual election of the Exchange resulted in the selection of H. B. Hebert for president and Grenville Perrin for vice-president. Among the new members recently admitted to the Exchange are: St. George Barber and E. H. McKee of Barber & Co., Inc.; Charles P. Hale, Edgar O. Challenger, Alfred C. Spencer of the American Express Company; Howard T. Van Tassel and William T. Foulks.

The twin steamers D. G. Kerr and J. H. Reed, belonging to the Provident Steamship Company, on May 30 broke all records for loading wheat on the Great Lakes, each boat taking aboard at Duluth 275,000 bushels in five hours. The wheat is consigned by the A. D. Thompson Company to Buffalo.

IN THE COURTS

The Cameron Mill and Elevator Co., Fort Worth, Texas, has sued the Taylor Grain Company, Topeka, for \$2,388.84, alleging non-fulfillment of a contract for sale of grain.

James Candy, grain dealer of Havelock, Neb., secured a judgment of \$250 against S. J. Rulifson. damages for non-delivery of 1,700 bushels of old wheat.

The Appellate Court of Illinois has sustained the Chicago Board of Trade in the expulsion of John Dickinson in 1901. The rule violated, leading to the expulsion, was that forbidding any cut of commissions.

The finding of the referee, in the case of Farmers' Elevator Co. of Sleepy Eye, Minn., against Jas. Montgomery, manager, that Montgomery owes the Company about \$3,000, has been sustained by the Supreme Court of that state.

Robert E. Pickerill and J. H. Waters, who some time ago operated in Sellersburg, Ind., to the sorrow of numerous grain shippers in Indiana, Illinois and the Northwest, were arrested on May 21 by the United States postal authorities on a charge of fraudulent use of the mails, on testimony furnished by Chas. Rippe of Forest City, 1a.

The members of the firm of Floyd, Crawford & Co. (A. S. Floyd and F. B. Crawford) were on May 23 expelled from the New York Consolidated Stock Exchange. They offered to settle their indebtedness at 10 cents on the dollar, which most of the creditors in New York agreed to accept, with a promise of notes for the remainder. The firm say they will sue the Exchange for the damage caused them by their expulsion.

COURT DECISIONS

[Prepared especially for the "American Elevator and Grain Trade" by J. L. Rosenberger, LL, B, of the Chicago Bar]

Injury to Customer by Operation of Dump by Meddling Employe.

A man who took a load of corn to an elevator was injured by the alleged negligent manner in which the elevator dump was operated by an employe of the grain dealer, who was a mere volunteer as to whatever he did in that connection, acting contrary to the terms of his employment.

It was urged that it was the dealer's duty to provide agents and servants who could and would properly protect the interests of his patrons; and the Supreme Court of lowa says (Healy vs. Patterson, 98 Northwestern Reporter, 576) that this was no doubt true, as a proposition of law. But he was not required to be present at all times, and was not to be held responsible for the acts of strangers, nor for the unauthorized and forbidden conduct of his employes, unless after knowledge thereof he was himself guilty of some misconduct.

Of course, when one invites another to deal with him, and provides a place for the delivery of articles sold, he is bound to use reasonable care to make and keep the place in a reasonably safe condition for the uses intended. But concede that the employe in question was negligent in not properly handling the appliance, yet, if he was a mere interloper, and had no anthority to operate the dump, and if he undertook to do it in violation of his instructions, the dealer was not responsible for his act. That a master is not responsible for the acts of his servant done outside of the course of his employment is fundamental.

Sale of Corn "on Kansas City Weights and Grades."

It was stipulated in the contract for a car of eorn shipped from Kansas City, Mo., to Waeo. Tex., that the corn was sold "on Kansas City weights and grades." By the terms of the contract the purchasers were not to pay for the corn in bulk, but were to pay for it at the rate of 71 cents per bushel. Before discovering any shortage, they paid for it according to the weight stated in the bill of lading at Kansas City, where the shipper purchased the corn. The purchasers (consignees) offered testimony tending to show that the stipulation in the contract, "on Kansas City weights and grades," meant that the purchaser was to bear whatever loss might result from waste or shrinkage while the corn was being shipped from Kansas City, Mo., to Waeo, Tex., but not a loss resulting from fraud or gross mistake in weighing the corn at Kansas City. On the contrary, the shipper submitted testimony tending to show that the stipulation referred to was intended to relieve the seller from all liability or loss resulting from incorrect weights or grades. On that point the testimony was sharply in conllief.

But, in the opinion of the Court of Civil Appeals of Texas, which affirms a judgment in favor of the purchasers for \$138.15 on account of the shortage in the car of corn (Fort Grain Co. vs. Hubby & Gorman, 79 Southwestern Reporter, 363), the stipulation in the contract, "on Kansas City weights and grades," was ambiguous, and it was proper for the court to hear testimony tending to explain its meaning. It says that the purchasers submitted testimony showing a shortage far in excess of ordinary shrinkage, and also showing that the seal of the car had not been broken, and that there was no waste in transit. This testimony, in connection with the testimony sustaining their construction of the contract, entitled them to recover.

Deterioration of Grain in Transfer Elevator.

The Supreme Court of Louisiana says that a Commission Company obtained from a Railroad Company the right of transferring through the elevator of the Railroad Company 25,000 bushels of grain, the Railroad Company agreeing to re serve space for it for the purpose and to take eare of and handle that quantity of grain in the elevator under the rules and regulations adopted by it; but this right was granted under the correlative obligation, assumed by the Commission Company, that it should keep the quantity of grain contracted to be received "constantly on the It was understood and agreed that the elevator was not to be employed as an ordinary storage place or warehouse, but was to be used as incidental to the business of the Railroad Company, as a common carrier, in aid of the export to Europe by shipping of the grain brought by its road.

The Railroad Company, received and placed in its elevator a quantity of grain belonging to the Commission Company in transitu to Europe. The grain was graded No. 4 wheat by the New Orleans inspectors, but No. 3 by those at St. Louis. No. 4 wheat was not in demand at that time, and the Commission Company, after a consultation with the New Orleans inspectors, to which the Railroad Company was no party, determined to send to the West and purchase No. 2 wheat, which, being mixed with the No. 4, would bring that wheat up to No. 3.

The Commission Company met with obstacles in the way of purchasing No. 2 wheat, but finally bought and had brought to New Orleans a quantity wheat of that grade. When it reached New Orleans it was found that the grain in the clevator was so weevil-eaten and buggy as to eause, it to fall below No. 4 wheat and to cause it to be designated as "no grade wheat," which could not be brought up to No. 3 grade by mixing it with the No. 2, which the Commission Company had brought down. The mixing was abandoned, and the wheat in the elevator and that brought down for mixing were shipped to Europe and sold at a The Commission Company received the wheat in the elevator under protest, contending that the Railroad Company had failed in its obligations, and was liable to it in damages for its condition. During this period the Commission Company made no attempt to ship the wheat which was in the elevator. The Commission Company sued the Railroad Company for damages it received by reason of the condition of the wheat in the elevator.

The Supreme Court holds (S. A. Trufant Commission Co. vs. Yazoo & Mississippi Valley Railroad Co., 35 Southern Reporter, 792): (1) That the Commission Company was itself to blante for the situation. It failed to have the wheat promptly shipped, as was its duty; and while seeking to minimize its own loss it forced upon the Railroad Company the obligation of holding the wheat until late in the season, during which interval it deteriorated and fell below grade in spite of proper eare being taken of it. The weevily condition was not traceable to its being in the elevator, but was due to causes antedating its being placed therein, and weevils would doubtless have developed in it had it been promptly placed on ship and forwarded. The loss on the Commission Company's sales was not due to any fault of the Railroad Company. The character of the wheat was not changed while in the cars by reason of being side-tracked in New Orleans. The New Orleans grading is more severe than that at St. Louis.

(2) While it would have been the duty of the Commission Company, had the Railroad Company been liable to it, to have minimized the damages in the premises, it could not throw upon the Railroad Company any increase of loss resulting from an injudicious attempt to bring about that result on its part. The Railroad Company had nothing to do with that matter. The New Orleans in-

spectors were not authorized to act for the Railroad Company by way of advice or otherwise.

CROP REPORTS

Secretary Smiley does not believe that Kansas will raise over 70,000,000 bushels of wheat this year.

Good rains in Oregon and Washington have improved the wheat outlook and a good erop is now expected.

Kentucky state report for June makes the wheat condition 67, as compared with 84 last June. The oats condition is 85.

M. T. Shepherdson, of the Cargill Elevator Co., Sioux City, lowa, believes the Northwest will harvest a big erop of small grain.

C. V. Topping, secretary of the Oklahoma Millers' Association, is quoted as saying that Oklahoma will have one-half a crop of wheat.

Advices from Mitchell, S. D., state that over 75 per cent of the corn is three or four inches above ground and making a fine growth.

The Burlington's Nebraska report states that all the corn erop is in and that a great deal of it is up and growing nicely. Small grains are doing well

In some portions of Texas wheat harvesting is in progress, but in others heavy rains have retarded the work. Corn and cotton are suffering from too much moisture,

State Statistician Johnson of Indiana says that the cold, late spring has caused anxiety over the corn crop. The acreage is larger than usual, but the crop is backward.

In North Dakota early sown grain, especially wheat, is up with a good stand. Late sown is not doing so well. Early planted corn is up, but needs warmer weather.

Jones of the Commercial West says: "The continued rainfall in Southwest is placing Kansas erop in danger. Wheat will grow rank and hot weather would develop rust with heavy loss in yield. There has been no improvement in winter wheat since April."

The lowa state report, dated June 6, says: "The corn crop has made fair growth wherever conditions have been favorable for cultivation, and the stand, though quite variable, is not materially short of the average of the past ten years at the corresponding date. Replanting and belated planting are still in progress in some localities."

A Torouto grain man estimates that the Ontario wheat yield, fall and spring, will be 19,000,009 bushels, or 5,000,000 bushels less than last year, and that Manitoba and the Northwest promise to produce 80,500,000 bushels, against 53,000,000 last year. This would make the total Canadian wheat crop figure out this year at 99,500,000 bushels, of which 51,000,000 bushels would be available for export.

The government weather bureau's summary of crop conditions for the week ended June 7 says that over western portions of the corn belt the growth of corn has been checked by lack of warmth and sunshine, and it is much in need of cultivation; while in the central and eastern districts planting and replanting have been delayed by rain. Oats have made vigorous growth throughout the central valleys and Middle Atlantic states, and a general improvement in the condition of this crop is indicated in nearly all districts.

The Minuesota weekly weather bureau report for the week ended June 4 says: "Wheat, oats and barley are doing well in all parts of the state, and generally they are becoming thicker on the ground by stooling. Rye is coming into bloom, but much of the crop is thin and poor and a good deal of it is being plowed under. Flax is coming up well. Corn is backward, its growth having been retarded by the cool and wet weather and lack of cultivation. Much of the early planted corn failed to germinate, and this is now being replanted where the soil is dry enough."

The Illinois report for the week ending June 6 says that excessive rains in the southern district hindered eorn planting and plowing, the soil being too sodden to work. Well-distributed and beneficial showers fell in the central and northern districts, of heavy measurements in some instances, and while they contributed to plant growth, field work was greatly retarded. Corn, in the central and the northern districts, is practically all in the ground, and many fields are showing a good stand. Oats are growing under favorable conditions and the crop has made marked advance during the week. Rye is heading out and is generally promising. Some correspondents report that wheat is

heading low, but the average condition continues favorable, and the outlook has improved during the week.

President Cortelyou, of the Kansas Grain Dealers' Association, is quoted as saying, on June 1. that "corn conditions are too much like they were at this time last year to look good to the grain

Snow's June report says in part: "Complete returns develop a surprise in oats acreage, the total breadth being a fraction smaller than last year. There is a good increase in the Ohio Valley and in the Southwest, but rain interferred with seeding in Illinois, Iowa and Missouri, and the shortage in these states offsets the increase elsewhere. Total acreage returned at 29,494,000 acres, against 29, 561,000 last year. Condition of the crops moderately high, 90.1, against 86.6 last year. On this basis a reasonable crop expectation would be somewhat above 900,000,000 bushels, against an estimated yield last year of 823,000,000 bushels.

The Daily Trade Bulletin makes the following compilation of the world's available supply breadstuffs on the dates named:

June 1, '04. May 1, '04. June 1, '03.

Bu. Bu. Bu.

Afloat for Europe. 52,480,000 50,890,000 37,110,000 In store in Europe 36,020,000 34,470,000 25,050,000 In store Arg'tina.. 4,418,000 4,448,000 4,008,000 In store America. 49,758,000 64,729,000 54,205,000

Total142,706,000 154,537,000 120,373,000 The decrease during May equaled 11,831,000 bushels, compared with a decrease of 2,916,000 bushels during April, and a decrease of 14,753,000 bushels during May, 1903.

According to R. C. Grier, secretary of the Peoria Board of Trade, the corn crop is on time as usual. He says: "Every year we hear the old story of 'season late,' and 'poor corn prospects,' but did you ever see the time when these predictions really came true? Of course they have, but ninety per cent of these predictions are absolutely groundless, and are offered by those interested in pushing the price of corn in hand to the top notch. The season is late, of course. We all know that, but so far as it being four weeks late, that is all foolishness. It may be a few days late, but at the round-up you will see that the corn is on time. It is a well-known fact that late planted corn often times beats the early planted corn, and even if corn was planted late this year the growing conditions will shape themselves soon, and the corn will make up for lost time. I look for the largest yield in the history of the Peoria district.

Under date of June 2, George B. Ellis, secretary of the Missouri state board of agriculture, says: "The present condition of the entire corn crop of the state is 70, or 5 points higher than one month ago, but about 11 points below the five-year average at this time of year. The condition on June 1, 1903, was 74, only four points higher than at present. The condition of the crop by sections is as follows: Northeast, 74; northwest, 68; central, 70; southwest, 71; southeast, 76. While there has been considerable improvement in the wheat crop noted by several correspondents, a like number report a decline, leaving the general average condition for the whole state practically the same as one month ago, 81, or about 3 points below the five-year average. It has been too cold and wet generally for oats. The present average condition for the state is only 77, or a decline of 2 points for the month, and which is 4 points below the average condition for the same time last year.'

The Ohio report for June says that, while the wheat is very generally poor and of thin stand, several counties report marked improvement during the month. In some fields the crop does not promise to be worth the cutting. Cool weather has been favorable to the crop, but with the improvement noted in some counties, the general condition for the state is only one point higher than shown last month. Considering the wheat acreage that has been plowed up, and the fields that will be abandoned, the indications are that the total wheat production for this year will be the lowest in ten years, except the year 1900, when the harvest resulted in only about teu million bushels. The next lowest in the past ten years was nineteen million bushels in 1896. The highest production in the ten years was above forty-five million bushels, in 1894. While in the ten years four crops have exceeded forty million bushels, two very poor crops reduced the average to about thirty-four million bushels. There is a large area of oats and the crop is advancing well. The seed weut in late, but conditions for growth have been favorable, and if not caught by too dry weather, should produce well. The last of May found a great area of corn ground not planted. Planting was very generally late. Many fields planted in usual season had to be replanted, the seed having rotted in the ground. The occasion for some of the replanting was on account of poor seed. The corn crop is very irregular. Some ready to be

cultivated; some just making its appearance, and some not yet planted.

A report issued by Secretary Coburn, of the Kansas Department of Agriculture, says, under date of June 9, that the present condition of the 4,940,000 acres of winter wheat now likely to be harvested is 87 per cent. Last year's corn area was 6,525,777 acres, and correspondents estimate that this year's area will show a substantial increase, especially where wheat was such a failure that any considerable acreage was plowed up. The returns also suggest that more corn has been planted in the recognized corn-growing territory, but the backward and extremely cool spring followed by excessive wet weather delayed planting, germination and cultivation nearly everywhere, Much replanting has been made necessary because of seed rotting or being washed out by dashing rains. Until the past few days the general situation has not been propitious for corn, and the average condition for the state of that now growing is 78.6 per cent. As the present report, however, is based on conditions as found June 3, it is likely the average might now be safely advanced several points, owing to the improved and improving weather and soil conditions since. Prevailing warmth and sunshine are conducive to vigorous growths and permit of cultivation, which is being pushed. With the soil so thoroughly saturated, the present circumstances would seem to be all that could be asked for the prosperity of the whole, No county reports a condition of 100 and but very few of the real corn counties reach 90. It is noteworthy that the highest percentages with few exceptions are reported from a block of a dozen adjoining counties in the northwestern portion of the state and the lower conditions are found in the eastern portion where there has been superabundant rainfall. The acreage of oats is probably about the same as last year, and prospect promising. The condition for the state is 80, but the figure in several of the counties is much higher. One county, Linn, reports 100, followed by Labette 98, Sheridan 96, Wyandotte 96, Wabaunsee 95, Jewell 94, Phillips 93, Cowley 92, Douglas 92, Geary 92, Smith 92, Doniphan 91, Graham 90, Harvey 90, Lyon 90, and Norton 90.

The government crop report for June shows a moderate improvement in the condition of winter wheat for May, an advancement of 1.2 points to 77.7 points. The increase was hardly as great as had been expected in view of the generally favorable weather during the month of May, but the general average was pulled down by the sharp declines of 9 points in California and 7 points in Michigan. All the other important states showed moderate improvement, the greatest gain that of 6 points in Texas. The report on the spring wheat acreage showed a small decrease instead of the increase which had been expected, even with the curtailment of seeding in the Red River Valley There was an increase of by the excessive rains. 5 per cent in North Dakota compared with last year, which was a little more than offset by losses in Minnesota, South Dakota and Iowa. The average condition of 93.4 is 2.5 points under the condition reported on June 1 a year ago, but only .4 point under the ten-year average. The spring wheat area of 17,140,800 acres shows a decrease of 116,100 acres from the acreage sown last year, but is 522,000 acres under the area harvested in 1903. The condition of winter wheat is 4.5 lower than on June 1 last year, and on the smaller area, 5,427,000 acres less than harvested last year, would suggest a yield of 110,000,000 bushels less than was looked for on June 1, 1903. The condition figures justify the expectation of a possible yield of 357,000,000 bushels, compared with 402,000,000 bushels harvested last year. The spring wheat area and condition suggest a possible yield of 273,000,000 bushels, compared with a possibility of 278,000,000 bushels a year ago and au actual yield of 236,000,000 bushels. The report suggests a total yield of 630,000,000 bushels winter and spring wheat as possible, compared with an actual yield of 638,000,000 bushels in 1903, according to the final harvest figures, or a loss of only 8,000,000 bushels. But last year there was a loss of 65,-000.000 bushels in winter wheat and 32,000,900bushels in spring wheat from the June condition as interpreted by the trade. It is to be hoped there will be no such paring down of the June, 1904, prospect. The oats condition on the area reported last month suggests a possible yield of about 810,-000,000 bushels, compared with an indication of 815,000,000 bushels on June 1, 1903, and au actual yield as finally reported of 784,000,000 busbels. If the crop this year is as late as generally reported, a consideration not referred to in the Washington report, it will be more than usually liable to deterioration from unfavorable weather up to harvest.

New oats began going to market in Texas about Juue 1 at 38½c. Cleburne. New wheat sold at same place, June 2, at 77½c., delivery the follow-

BARLEY AND MALT

The grain elevator to be built at St. Henri, Que., by the Canada Malting Co. will have a capacity of 372,000 bushels.

The Minneapolis Brewing Co. of Minneapolis, Minn., will build a \$21,000 addition to its malt elevator this summer. A permit for its construction has been issued and work will begin at once,

A recent report from Dunkirk, N. Y., states that Vice-President F. L. Koch of the Lake City Brewery is contemplating the erection of a large malt house and other additions to the plant on Courtney Street, that city.

Union maltsters in the employ of the Wisconsin Malt and Grain Co. at Appleton, Wis., threatened a strike on June 1 because their foreman was discharged. Ouly two men made good their threat and their places were filled at once.

The Cornnell Brewing & Malting Co. has been incorporated at Lindsay, Ont., with a capital of \$40,000 to manufacture malt and carry on a general brewing business. The provisional directors include: W. H. Meldrum, J. F. Cornnell and J. M. Knowlson.

John Westrope, the leading barley importer of Hull, Englaud, stopped off in Chicago on June 4 on his way to California. While here he visited the Chicago Board of Trade. Mr. Westrope visits California at least once annually to examine for himself the quality of the crop raised. Much of the barley used in England comes from the Pacific Coast, although Denmark is the most steady contributor the year round.

In regard to Minneapolis as a barley market the ommercial West of that city says: "The records Commercial West of that city says: of the present season show that from August 1 to June 1, or since the beginning of the 1903 crop movement, 11,541,570 bushels of barley have been received at Minneapolis. This amount exceeds by 2,500,000 bushels the quantity received during the same period of the preceding year, which, in its turn, was greater by 4,500,000 bushels than the amount received during the same eight months interval terminating in 1902."

The big malting plant of William Gerlach & Co. at Eighth and Chestnut Streets, Milwaukee, Wis., was nearly destroyed by fire on June 7. The fire was discovered shortly after 11 o'clock a. m., in the engine room, where some of the employes of the firm were engaged in repairing a flywheel. It is supposed that someone accidentally set fire to the oily waste which was lying about. The flames quickly spread and partially destroyed the building and badly damaged its contents. The elevator portion of the plant contained between 50,000 and 75,000 bushels of grain. The loss is estimated at \$50,000 to \$75,000 on the contents and \$25,000 to \$30,000 on the building. Insurance was carried to the amount of \$175,000.

Konrad Schreirer, head of the Konrad Schreirer Co., brewers and maltsters of Sheboygan, Wis., died at his home in that city on May 27, in his 75th year. The deceased was born at Koeruchern, Oppenbeim, Hissen, Darmstadt, Germany, in 1830, and came to America with his parents, settling at Germantown, Wis. He became a resident of Sheboygan in 1856. On his arrival in that city he established a small brewing plant, which under his management grew to its present proportious. His business partuer at that time was Leonard Schlicht and the enterprise was carried on under the firm name of Schreirer & Schlicht. In 1872 Mr. Schreirer purchased his partner's interest and continued the business alone. Schreirer Co. was formed in 1896, the stockholders being Mr. Schreirer and his children. The death of Mr. Schreirer is attributed to his advanced age. Last fall he ceased active operation in the affairs of the company. He is survived by his wife, one son and two daughters.

IMPORTS AND EXPOR MALT.

1212		
BARLEY.		
Imports— Bushe	ls. Value.	
April, 1903	139 \$ 104	
April, 1904 10,	179 5,423	
1 Cu mo. Cad. 22 pro-	337 30,118	
Ten mo. end, April, 1904 84,	547 42,148	
Exports—		
April, 1903 126,	116 76,596	
April, 1904 719,	406 407,444	
Ten mo. end. April, 1903 8,121,	838 4,490,334	
Ten mo. end. April, 190410,555,	303 6,103,871	
BARLEY MALT.		
Exports—	000 00 511	
April, 1903 29,	000 21.511	
April, 1904 31,	144 20,631	
	720 211,510	
Teu mo. end. April, 1904 346,	842 248,288	

OBITUARY

William Hamilton, a well-known grain dealer of Ludlow, Ill., died on May 13.

The death is reported of Jacob Redding, a grain and hay merchant of Providence, R. l.

George H. Knaub, formerly a state grain inspector for Illinois, died at Hazelton, Ind., May 21, aged forty-five years.

Edward H. Hawkshurst, died at his home in Brooklyn, N. Y., May 16, aged seventy-one years. He had been employed as a grain inspector in the New York Produce Exchange for forty years.

Thomas Smith, of the Smith Grain Co., grain commission merchants at Kansas City, Mo., died of pneumouia, at his home in that city on May 11. The deceased was 67 years of age, and was one of the oldest members of the Kansas City Board of Trade, both in length of membership and age.

James Herriot, formerly and for many years agent for the Minneapolis & Northern Elevator Co. at Minto, N. D., died recently at Winnipeg, Man. His death was caused by pneumonia and occurred after a brief illness. Mr. Herriot leaves a wife and children, residents of Chesley, Ont.

Harry E. Corkins, a grain dealer of Wilmingtou, Vt., died on May 24 as the result of injuries received on May 21. While riding with an employe the carriage was overturned and its occupants thrown to the ground. Au axe which was in the bottom of the vehicle struck Mr. Corkins on the head, inflicting fatal injuries. He is survived by a family.

Captain Isaac F. Gilkey, a business man of Portland, Me., died in that city on May 24, aged nearly sixty-six years. He had been in ill health for several months and had undergone an operation a few days preceding his death. The deceased was formerly and for many years a successful master mariner and had commanded some of the largest vessels in the ocean-going trade. As commander of the ship Dakota he took out the first cargo of grain from the port of Tacoma, Wash., then a town of about 1,500 inhabitants. This occurred in 1881, and was the starting point in Tacoma's career as a grain port. Captain Gilkey retired from service in the merchant marine about ten years ago. He leaves a widow, one son and two daughters.

Reginald E. S. Dougherty, a grain merchant and well-known member of the Baltimore Chamber of Commerce, died at his home in Baltimore, Md., June 2, after a lingering illness. Mr. Dougherty had been in poor health for several months, and about four weeks before his death became ill with typhoid fever. The deceased was 41 years of age and had been connected with the grain firm of Thomas S. Clark & Sons for the past 25 years, being manager of the Baltimore Commission Co., an affiliated concern. Mr. Dougherty was a prominent mason and member of the Templar. A committee of the Baltimore Chamber of Commerce represented that exchange at his funeral on June 5. He leaves a widow, four sisters and a brother.

Clarence C. Andrews died at his residence in Providence, R. I., June 2, in his 53d year. His illness was of less than two weeks' duration, the immediate cause of his death being inflammation of the brain. He had been injured in an automobile accident several weeks preceding his death, but was thought to have fully recovered from the injuries received on that occasion. The deceased was born in 1851, and after receiving his education joined his father in the hay, grain and salt business, which the latter had established in 1842. This partnership continued until about twelve years ago, when the father retired, turning the business over to his son. The firm name was then changed to S. D. Andrews' Son, the late Mr. Andrews being sole proprietor. Mr. Andrews was a member of the Providence Chamber of Commerce. He leaves a wife and four sisters.

James D. Wynkoop, for many years a well-known grain dealer of New York City, died at his summer home at Hurley. N. Y., on June 1 at the ago of 61 years. Mr. Wynkoop had been in poor health for several months, but his last illness was comparatively brief, his death being caused by heart trouble. He was born in the town in which he died, receiving his early education at Kingston Academy, Kingston, N. Y. When a young man he removed to New York City and entered the employ of the grain firm of Appleton & Co. He afterwards became a partner in the house, the business being conducted under the firm name of Appleton & Wynkoop for many years. In the grain trade Mr. Wynkoop did an extensive business in the handling of oats, and had a large export trade in this cereal. He retired from active business

about five years ago. Mr. Wynkoop was a meuber of the New York Produce Exchange, the Sons of the American Revolution and the Holland Society. He married the daughter of his former partner, Thomas Appleton, and she survives him.

W. H. Miller, supreme master workman of the A. O. U. W. and former secretary of the Kausas City Board of Trade, died June 2 at Battle Creek, Mich., aged 61 years. His death was caused by stomach trouble. He was secretary of the Kansas City Board of Trade from 1874 to 1889, and during a part of that thme was connected with the Kansas City Journal In an editorial capacity. At a special meeting of the Kansas City grain men on June 3 resolutions of regret were adopted. Mr. Miller had made his home in St. Louis for several years. He leaves a widow and two grown children.

F. M. Baker, a prominent grain dealer, member of the Hall-Baker Grain Co. of Kansas City, and of the Baker-Crowell Grain Co. of Atchison, Kan., died of Bright's disease at his home in Atchison, Kan., on June 10. The deceased was 58 years of age and was a resident of Jacksonville, 111., before his removal to Kansas. Mr. Baker had known since October last that he was suffering with Bright's disease and had traveled extensively in the hope of finding relief. For nearly a quarter of a century he had been the foremost grain man of that section, operating a line of clevators in Northern Kansas and Southern Nebraska in the name of the Greenleaf-Baker Grain Co. About a year ago Mr. Baker associated himself with H. F. Hall of Kansas City. Mr. Baker was a veteran of the Civil War, having enlisted when a boy in a Missouri regiment, the quota of his native state (Illinois) being full. He saw much active service and was badly wounded at the battle of Nashville. Besides his grain interests, he owned a ranch of 12,000 acres in Norton County, Kan., and his wealth is estimated at from \$400,000 to \$700,000. He is survived by a widow and two children.

PERSONAL

Gene Seeley of Staples, Minn., will have charge of the Peavy Elevator at Motley, Minn.

D. A. Dealy is again in charge of the McCaull-Webster Elevator Co.'s elevator at Yankton, S. D.

C. H. Koehler succeeds R. L. Redding as manager of the Royal Elevator Co.'s elevator at Drake, N. D.

A. H. Moon of Minneapolis is now in charge of the Imperial Elevator Co.'s interests at Deering, N. D.

A. E. Hatch, late of Northfield, Minn., is now in charge of an elevator at his old home in Pipestone, Minn.

John C. McCrea, manager of the elevator at Ohio, Ill., and Miss Edith M. Kiser were married at Princeton, Ill., recently.

P. A. Valentine, president of the Armour Grain Co. of Chicago, sailed on May 25 for a sojourn of several weeks in Europe.

Thomas Hogarth, until recently at Voltaire, S. D., has taken charge of the Osborne-McMillan Elevator Co.'s house at Lowry, Minn. F. S. Layman has given up his position as grain

buyer for the Thorpe Elevator Co. at Stirum, N. D., and gone to New Ulm, Minn. He is succeeded at Stirum by a Mr. Alfred.

It is reported that Pearl Febus, formerly a teacher in the schools of New Holland, Ill., will have charge of the grain business at Lake Fork, Ill., for E. R. Ulrich & Son.

B. J. Prater, formerly of Terre Haute, Ind., has been elected vice-president and general manager of the National Hay and Grain Co. of Indianapolis, Ind., with offices in the Board of Trade Building.

It is expected that John W. Snyder, vice-president of the Grain Dealers' National Association and a member of the grain firm of Hammond & Snyder, Baltimore, Md., will be appointed a member of the Burnt District Commission of that city.

George D. Wernli, who recently disposed of his grain and fuel business at Le Mars, Iowa, has sold his residence at that place and will engage in the grain trade at some point in the Southwest. He has been looking over the field in Kansas, Oklahoma and Indian Territory with a view of securing a satisfactory location.

N. B. Vanderhof of Vandalia, Ill., has 1,200 acres planted to broom corn this season.

Market Master Charles Biggs of Des Moines is making an effort to secure the passage of an ordinance which will provide that all coal, wood, grain and other supplies delivered in that city shall be weighed on the city scales.

HAY AND STRAW

A good hay crop is expected in the vicinity of Augustaville, Pa.

A heavy crop of hay is reported in prospect at Chippewa Falls, Wis.

Kentucky hay fields are reported backward on account of insufficient rainfall.

J. W. Ryan of the hay commission firm of Ryan & Milligan at Sioux City, Iowa, is dead.

The outlook for a good hay crop in the vicinity of Utica, N. Y., is reported to be excellent.

A York, Pa., report says that owing to the late-

ness of the season grass is short in sections.

If unfavorable weather does not interfere a good hay crop is assured at Middleton, N. Y., and vicinity.

The wholesale hay firm of Rogers & Kelley at Sault Ste. Marie, Mich., has filed a petition in bankruptcy.

Christian Petersen's hay and grain business at 924 North Leavitt Street, Chicago, was destroyed by fire on June 8.

Recent light receipts of hay and grain at St. Louis were due to the floods which practically cut off that city from outside points.

William H. Cunningham, whose hay and grain store at Malden, Mass., was burned out last spring, is again doing business at the old location.

James A. McGlynn has purchased the wholesale and retail hay and grain business at Orange, N. J., formerly conducted by the late Thomas Vincent.

A report from Menominee, Mich., states that hay is very scarce at that point and those who were selling last year have been compelled to buy for their own use this spring.

The National Hay and Grain Co. has been chartered at Indianapolis, Ind., with a capital of \$1,000. John G. Hermann, Bert J. Prater and Emma B. Prater are the incorporators.

According to reports from Waterbury, Conn., and Contoocook, N. H., grass is looking well and prospects for a good hay crop in those sections of New England arc excellent.

The regular standing official hay committee of the Philadelphia Commercial Exchange is John C. Wilson, G. Percy Lemont, William H. Hobson, Norwood P. Holland and Harry B. Cassell.

A report from Port Huron, Mich., under date of June 8, states that farmers of Sanilac County, Mich., are shipping out large consignments of hay to the eastern market. It is said that one man shipped 200 tons during the week preceding that date.

The first car of new prairie hay on the Kansas City market was received by the Carlisle Commission Co. of that city on June 4. It was shipped from Kelso, I. T., and graded No. 1, selling for \$8 a ton.

A meeting preliminary to the organization of the local hay interests was held recently at the Thirty-third Street, New York City, hay market, and L. S. Dillenback was chosen as chairman. A committee was appointed on the plans and scope of the organization.

Bids for government hay for shipment to the Philippines were opened simultaneously at Seattle, San Francisco and Portland on June 4. Bids for oats were also opened. The amount required is 5,612 tons of oats and 3,876 tons of hay. The awards have not yet been made.

Crete, Ill., farmers are said to be shipping large quantities of hay. The shipments from that station are said to break all previous records. On June 6 nine carloads were shipped. Farmers in that vicinity are reported to have a larger surplus of hay this spring than ever before.

The Crookston, Minn., Journal in a recent issue says: "Farmers of the valley anticipate one of the largest hay crops in several years this summer. The meadows are already bristling with green grass and haying time will see the mowers cutting down the tall grass in unusually large quantities."

George F. Dimond, president of the Michigan Hay Dealers' Association, has issued a warning to members of that organization telling them to be very careful in buying hay that has been baled for some time. He states that a great many reports have been received of this class of hay that is badly damaged, being moldy and baked together.

About one-fourth of the hay crop of the United States is produced from wild grass. In view of this fact the Department of Agriculture is trying to improve some of these wild grasses, as some of them are of superior value as forage, and well worth bringing under cultivation. These experi-

ments are now being carried on in several places in the West.

It is reported that conditions at the Rochester, N. Y., hay market will be investigated by the grand jury. Short weight and other frauds are alleged.

The Wheeling, W. Va., Register of June 6 says: "The farmers of the Ohio Valley are congratulating themselves on the excellent outlook for heavy crops of hay this year. The numerous heavy rains and cool weather of May were just what was needed for giving the hay crop a start. The harvest promises to be a record-breaker."

A shipment of rye and wheat straw from France recently arrived in New York City. It was consigned to the American Hay Co. of that city, and consisted of 4,306 bales, aggregating over 500 tons. It was probably the largest cargo of foreign straw ever brought to America. The straw was put up in four-wire bales, loosely pressed, and not being tangled or broken resembled huge sheaves of wheat. The entire cargo sold at from \$24 to \$27 a ton, according to quality.

The Franklin L. Lewi Co. has been chartered at Newark, N. J., to deal in hay and grain. The capital stock is \$100,000, and the incorporators are: Franklin L. Lewi, Laban W. Dennis, Ernest C. Stempel, J. Blake Hutchings and J. August Stengel. Mr. Lewi, the president of the new company, has been identified with the National Hay Association for the past eight years, and is a member of its board of directors. He is also at present serving on the executive committee of that organization.

REVIEW OF THE CHICAGO HAY MARKET.

The prices ruling for hay in the Chicago market during the past four weeks, according to the Daily Trade Bulletin, were as follows:

During the week ending May 21 quotations at the close ranged as follows: Choice Timothy, \$14.00@14.50; No. 1 Timothy, \$12.50@13.00; No. 2 Timothy, \$10.50@11.00; No. 3 Timothy, \$8.50@10.50. Choice Prairie, \$11.00@11.50; No. 1 Prairie, \$9.50@10.50; No. 2 Prairie, \$8.00@8.50; No. 3 Prairie, \$7.00@7.50; No. 4 Prairie, \$6.50@7.50. Inside prices on Prairie Hay for State and outside for Kansas, Nebraska and Iowa Hay. Sales ranged at \$6.50@14.50 for poor to choice Timothy, \$6.50@8.00 for State, and \$10.00@11.50 for Iowa and Kansas Prairie Hay. Rye Straw sold at \$13.50@15.00. Wheat Straw at \$9.00, and Oat Straw at \$6.00@9.50 for poor to choice. The receipts for the week were 3,602 tons, against 3,533 tons for the previous week. Shipments for the week were 295 tons, against 167 tons for the previous week.

During the week ending May 28, quotations at the close ranged as follows: Choice Timothy, \$14.00@15.00; No. 1 Timothy, \$12.50@13.00; No. 2 Timothy, \$10.50@11.00; No. 3 Timothy, \$8.50@10.50. Choice Prairie, \$11.00@11.50; No. 1 Prairie, \$9.50@ 10.50; No. 2 Prairie, \$8.00@8.50; No. 3 Prairie, \$7.00@7.50; No. 4 Prairie, \$6.50@7.50. Inside prices on Prairie Hay for State and outside for Kansas, Nebraska and Iowa Hay. Sales ranged at \$8.00% 16.00 for poor to choice Timothy, \$7.00 for State, and \$9.00@12.50 for poor to choice Kansas Prairie Hay. Rye Straw sold at \$12.00@14.00, Wheat Straw at \$9.25 and Oat Straw at \$8.50@9.00. The receipts for the week were 3,295 tons, against 3,602 tons for the previous week. Shipments for the week were 106 tons, against 295 tons for the previous week. The market for all kinds of hay ruled firm, the demand was good on local account and the offerings were only moderate.

During the week ending June 4, quotations at the close ranged as follows: Choice Timothy, \$14.00@14.50; No. 1 Timothy, \$12.50@13.50; No. 2 Timothy, \$10.50@12.00; No. 3 Timothy, \$8.50@10.50. Choice Prairie, \$11.50@12.00; No. 1 Prairie, \$9.50@ 10.50; No. 2 Prairie, \$8.00@8.50; No. 3 Prairie, \$7.00 (47.50; No. 4 Prairie, \$6.50(47.50. Inside prices on Prairie Hay for State and outside for Kansas, Nebraska and Iowa Hay. Sales ranged at \$7.00@14.50 for poor to choice Timothy, \$8.50 for State, and \$9.00@11.75 for Kansas Prairie Hay. Rye Straw sold at \$13.00@14.00, Wheat Straw at \$8.00@9.00, Oat Straw at \$7.50@8.50. The the week were 5,116 tons, against 3,295 tons for the previous week. Shipments for the week were 227 tons, against 106 tons for the previous week. Only a moderate business was transacted during the week. A fair demand existed on local account, but the shipping inquiry was light. Prices declined \$0.50@1.00 per ton and the market closed

During the week ending Junc 11, quotations at the close ranged as follows: Choice Timothy, \$13.50@14.00; No. 1 Timothy, \$12.00@13.00; No. 2 Timothy, \$10.50@11.50; No. 3 Timothy, \$8.50@10.00. Choice Prairie, \$11.00@11.50; No. 1 Prairie, \$9.50@10.50; No. 2 Prairie, \$8.50@9.00; No. 3 Prairie, \$8.00@8.50; No. 4 Prairie, \$7.00@7.50. Inside prices on Prairie Hay for State and ontside for Kansas, Nebraska and Iowa Hay. Sales ranged at \$4.00@14.50 for poor to choice Timothy, \$8.50 for Clover Hay, \$8.25 for State, and \$9.25@11.50 for lowa.

Kansas and Arkansas Prairie Hay. Rye Straw sold at \$10.50@11.00, and Oat Straw at \$6.50@7.75. The receipts for the week were 6,926 tons, against 5,116 tons for the previous week. Shipments for the week were 284 tons, against 227 tons, for the previous week. The arrivals of both Timothy and Prairie Hay were quite liberal during the past week and an easier feeling prevailed. Prices declined about 50 cents per ton.

FIRES--CASUALTIES

The new Farmers' Elevator at Mount Pulaski, lll., was wrecked by a cyclone on June 3.

The J. A. Holmes Co., wholesale grain merchants at Pine Bluff, Ark., was burned out recently. Henry Dreyer's elevator at Aplington, Iowa, was struck by lightning on May 31, and slightly damaged.

The old Curry Elevator at New Holland, Ill., was strnck by lightning on the night of May 22 and badly damaged.

The elevator at Davenport, Iowa, owned by the Jackson Grain Co. of Cedar Rapids, Iowa, was recently destroyed by fire.

A destructive fire, which swept over the town of Eldridge, Iowa, on May 28, burning several business places and residences, destroyed the local elevator.

The elevator of the South Branch Elevator Co. at Griswold, Iowa, burned recently. The loss is estimated at approximately \$7,500. The origin of the fire is not known.

Harry Norman, an eight-year-old boy, fell into a corn bin in the elevator at Talmadge, Kan., and was buried under 800 bushels of corn. He was smothered before he could be rescued.

A spark from a passing freight engine set fire to the corn cribs adjoining E. C. Boles' elevator at Dana, Ind., on May 14. The blaze was extinguished before much damage was done.

The elevator at Gridley, Iowa, operated by the Western Elevator Co. of Winona, Minn., was destroyed by fire on May 30. There was very little grain in the elevator at the time and the loss is fully covered by insnrance.

A portion of the foundation of Hall, McNab & Co.'s elevator at Lumsden, Man., gave way during the recent floods at that place and a quantity of wheat ran out into the water. The giving way of the wall caused the building to lean badly.

Fire in the two-story brick building at 2917 North Broadway, St. Louis, Mo., occupied by William Sager as a feed store and grain ware house, on the afternoon of May 10, resulted in damage of \$6,500, of which \$1,500 was to the stock. The origin of the fire is not known.

Benton McMillan's elevator at Whitewright. Texas, burned on May 10. The fire was discovered at about 6 o'clock p. m. The elevator was full of corn and oats, none of which was saved. The building and machinery were valued at \$6,000 and were insured for \$3,200. The grain was insured for \$5,000, which will not cover the loss.

Ed. Crookes, manager of the McGuire Elevator at Rosedale, Wis., met with a serious accident on May 16, while in the discharge of his duties. In reaching for an oil can to oil the gasoline engine he stepped into the revolving flywheel, which threw him with great force against the engine, a projecting oil cup entering his side, inflicting an ugly wound.

The large elevator of the Nye-Schneider-Fowler Co. at Kiester, Minn., was struck by lightning on June 3 and burned to the ground. It contained several thousand bushels of stored grain, none of which was saved. The spread of the fire was prevented by a drenching rain. The loss is about \$10,000 and is partially covered by insurance. The elevator will be rebuilt.

D. M. Hughes' elevator at Burlington Junction, Mo., was burned recently, causing a loss estimated at \$3,000. The building was insured for \$1,500. The elevator was practically empty at the time of the fire. It is supposed that the fire was caused by a spark from a passing engine. The town has practically no fire protection and nothing could be done to save the elevator.

One of the three elevators at Grand Ridge, Ill., operated by the Atlas (Armour) Grain Co., was destroyed by fire on June 7. The elevator is supposed to have been set on fire by sparks from a burning brush heap a short distance away. The burned house was the center and smaller one of the grain company's three elevators which stood in a row near the Burlington tracks. The bucket brigade succeeded in saving other buildings and practically confined the flames to the elevator.

There were between 700 and 800 bushels of coin in the elevator. The loss is estimated at \$4,000. The building was insured.

The Sidnam Elevator at Clearwater, Minn., owned by C. W. Sidnam of Monticello, Minn., and leased by A. Rasmussen, burned on May 10. The fire is thought to have been of incendiary origin. The loss was \$4,000, with insurance of \$2,000. Mr. Rasmussen's lumber yard, adjacent to the elevator, was damaged to the extent of about \$400. The elevator will probably be rebuilt.

The North Star Elevator at Elliott's Siding, near Wawanesa, Man., containing 25.000 bushels of wheat, was recently knocked four feet off its foundation by a car loaded with lumber which was shunted against it. The car left the track and crashed into a corner of the elevator, demolishing a bin and scattering a quantity of wheat. The building was knocked six feet out of plumb.

The elevator and cribs at Conlogue, Ill., a station on the St. Louis division of the Big Four. were destroyed by fire at an early hour on the morning of May 13. The fire is supposed to have been caused by sparks from a passing engine. The buildings were owned by J. T. Ricketts. The loss is \$5,000 on the elevator and \$9,000 on the cribs and grain. Insurance to the amount of \$14,000 was carried on the property.

The elevator of C. Petersen, hay and grain dealer at Bloomingdale Road and Leavitt Street. Chicago, was destroyed by fire of incendiary origin on the afternoon of June 8, causing a loss of \$20,000, with \$15,000 insurance. This was one of a series of thirteen fires, all supposed to be of incendiary origin, which occurred on the Northwest side of this city on the afternoon and evening of the above date. The total property loss is estimated at about \$500,000.

The grain elevator on the Big Four Ry, at Dudley, Ill., owned and operated by Dexter D. Baber, was destroyed by fire on May 18. The fire originated in or on the boiler and engine house and is supposed to have been caused by sparks from a passing engine. The burned elevator was a frame structure with a boiler and engine house of the same material. It had a capacity of 20,000 bushels and was operated by steam power. The fire occurred at 10 o'clock p. m. The loss is \$8,275, with \$2,100 insurance.

Elliott & Robinson's elevator at Rolla, N. D., was destroyed by fire of unknown origin at an early hour on the morning of May 10. The fire had gained so much headway before being discovered that it was impossible to save the elevator. The firemen succeeded in saving W. N. Steele's grain warehouse, about twenty-five feet distant from the burning elevator. The burned building was valued at \$3,000 and was insured for \$2,000. A quantity of grain stored in the elevator is said to have been insured.

The elevator at Palatine, Ill., owned by the grain and milling firm of Batterman & Co. burned on May 24. The fire was discovered at 4:20 o'clock p. m., on the top of the elevator, and is supposed to have been caused by sparks from an engine which passed a short time before. The elevator contained a carload of oats, one of bran, some feed and about 25 barrels of flour. By hard work the local fire department succeeded in saving the firm's mill about 25 feet distant, which has a metal roof. The question of rebuilding the elevator has not been decided. The loss is about \$5,000, partly covered by insurance.

Nic Reinart, an employe of the Sheffield Elevator Co., was smothered in a bin of wheat screenings in the company's Elevator K at Minneapolis. Minn., on June 3. He had descended into the bin to clear the spout, when he fell in, and the slide being open, there was a sudden rush of screenings, which sucked him under when he lost his hold of the ladder. N. C. Hickok, manager of the elevator, was below the bin and saw Reinart's feet come down and rest upon the slide, but supposed the bin was nearly empty and thought nothing of it until the men at the top of the elevator gave the alarm. Help was snmmoned and every effort made to extricate the unfortunate man, but it was finally necessary to cut through the side of the This work took nearly two hours, and the man was dead when taken out. Mr. Reinart was 19 years of age and leaves a widow, who was lying ill at home when he met his death.

The Empire Elevator at Romncy, Ind., owned by D. P. Simison & Co., was destroyed by fire on the morning of May 19, together with about 3,400 bushels of grain. The fire was discovered at about 3 o'clock a. m., by the crew of a Monon passenger train, who gave the alarm. By this time the elevator was in flames and the bucket brigade of citizens was unable to save it. Several nearby structures caught fire, but were saved. The cause of the fire is not known. There had been no fire under the boilers in the elevator engine room since about 2 o'clock of the preceding afternoon. The elevator was valued at about \$10,000. There was \$5,100 insurance on the building and \$1,500

on the grain, besides 1,600 bushels of wheat belonging to Henry Meigs, which was insured for

The Imperial Elevator Co.'s 40,000-bushel elevator at York, N. D., burned on the night of May 21. This is the second elevator that company has lost at York within two years. The loss is \$6,000, covered by insurance. The elevator will be re-

LATE PATENTS

Issued on May 10, 1904

Grain Drier and Cooler.-John W. Irwin, Emerson, Canada. Filed Nov. 1, 1902. No. 759,527. See ton, Ill. Filed Jan. 4, 1904. No. 760,862.

Grain Separator.-John E. Mitchell, St. Louis, Mo. Filed Sept. 16, 1903. No. 760,901. See cut.

Issued on May 31, 1904.

Seed Corn Sorter.—Levi P. Graham, Decatur, III. Filed Nov. 16, 1903. No. 761,373. See cut.

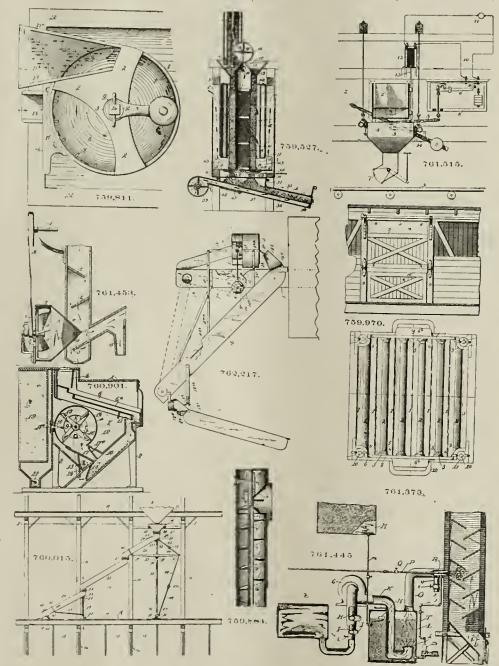
Process of Treating Grain.—Harry J. Caldwell and James R. Barr, Earl Park, Ind. Filed Jan. 24, 1904. No. 761,445. See cut.

Grain Cleaning Attachment for Elevators .-Arthur L. Dean, Brown Valley, Minn. Filed March 23, 1903. No. 761,453. See cut.

Weighing Hopper.—Edward W. Lindquist, Chieago, Ill., assignor to Ralph Baggaley, Pittsburg, Pa. Original application filed March 24, 1903. Divided and this application filed June 22, 1903. No. 761,515. See cut.

Issued on Jane 7, 1904.

Conveyor Chute.—George F. Conner, Port Huron, Mich. Filed March 20, 1903. No. 761,761.



Seed Corn Sorter.—Levi P. Graham, Decatur, III. Filed Nov. 19, 1903. No. 759,811. See cut.

Issued on May 17, 1904.

Conveyor.—Staey B. Hart, Peoria, Ill., assignor to the Hart Grain Weigher Co., Peoria, Ill. Filed May 2, 1903. No. 759,884. See cut.

Car Door.-Frederick A. Delano, Chicago, Ill., assignor of two-thirds to Frank H. Clark and Robert Smith, Chicago, Ill. Filed Jan. 2, 1902. No. 759,970. See cut.

Storehouse Conveyor for Grain.—Francis Parker, Knasas City. Mo., assignor of one-half to James C. Murphy, Kansas City, Mo. Filed Nov. 27, 1903. No. 760,015. See cut.

Grain Doors for Railway Cars.—David B. Arnold, Terre Haute, Ind., assignor of one-half to Edwin Ellis, Terre Haute, Ind. Filed Feb. 11, 1904. No.

Issued on May 24, 1904.

Conveyor.-William J. Patterson, Pittsburg, Pa., assignor to Heyl & Patterson, Pittsburg, Pa. Filed Feb. 5, 1903. No. 760,479.

Bag Holder.-Albert M. Harris, South Bend. Ind. Filed Sept. 3, 1902. No. 760,690.

Automatic Tripper for Conveyor Belts.-John J Ridgway. Rosebank, N. Y. Filed July 16, 1903.

Portable Grain Dump.-Samuel Guth, Washing tional Mutual Fire Ins. Co., Indianapolis, Ind.

Grain Measurer.—Josiah M. Welbourn, Edison, Ohio, assignor of one-half to Mark Cook and M. B. Lefever, Mount Gilead, Ohio. Filed Jan. 20, 1904. No. 762,217. See cut.

OUR CALLERS

[We have received calls from the following gentlemen prominently connected with the grain and elevator interests during

C. E. Duncan, Milwaukee, Wis.

Charles J. Larson of Larson Bros., Kiron, Ia. Fred Fear, of Fred Fear & Co., New York City. John C. Keller, representing C. A. King & Co.,

G. M. Robinson, president Charter Gas Engine Co., Sterling, Ill.

A. H. Smith, Jackson, Mich., representing Hunt-

ley Mfg. Co., Silver Creek, N. Y. G. C. Julius Spoerri, secretary Wisconsin Grain Dealers' Association, Milwaukee, Wis. Charles H. Mohr, Oshkosh, Wis., representing

Willford Mfg. Co., Minneapolis, Minn.

C. A. McCotter, secretary Grain Dealers' Na-

THE VALUE OF A DISINTERESTED WEIGHING DEPARTMENT TO THE GRAIN TRADE.

[From a paper by J. W. Radford, chief grain inspector of Kansas, read at the annual meeting of the Kansas Grain Dealers' Association at Kansas City, Mo., on June

The first question to be answered, as I see it, is Why was the demand ever made for an official weigher?

Now, the reasons are numerous, but the ones that have the best standing and have attracted attention from the people interested in the grain business, as I view it, are (1) to remove the weighing from the party directly interested, either as a buyer, seller or common carrier, where final settlement can be made at the hands of the department that is independent of either of these interests; and (2) to place it in the hands of a board that will earefully weigh the contents and earefully inspect the condition of the cars at the time of weighing, whether it be loading or unloading, will be a great assistance to the shipper, receiver and common earrier, alike, in running down cases of shortage and placing the blame where it belongs when possible. I say "when possible," for it is not always possible in all cases to locate the

If the position is taken that an official, disinterested weighing department is not needed, then why not let the shipper's weights be official and all settle by that? or the railroad's weights be official and settle by that? or the receiver's likewise? am thoroughly convinced that in most eases the snipper, the railroad and the receiver are anxious to settle by the correct weights and want nothing more than justice done in each case. I am sure you will agree with me that there is always a feeling of satisfaction if all parties know the work is being done by competent, honest and disinterested men, on scales or devices that are known to be absolutely correct. With all of the facilities at hand in the hands of honest operators, absolute correctness should be the result. A perfect scale can be obtained and an honest operator may be. Having the former, the latter can be forced. . . . I believe you will agree with me that where a

market (whether it be of a single elevator or a general market with many) has fallen in disrepute, it tends to increase rather than decrease the claims for irregularities, such as shortages and neglect of duty; for the reason that in case the man is not certain, or has made a mistake in weighting his stuff, sending it to a market where weights have been questioned, it will tend to increase his suspicions; while on the other hand, if the reputation of the market was good for correct and honest weights, it would tend to allay rather than increase the question of complaints; and as I have said, sometimes these are fancied rather than real griev-

The question of cooperage of cars has cut such a figure in the results of weights that it is now carefully looked after by my department and the results I consider astounding. In the last ten months this department has handled at Kansas City In the last ten 20,785 ears; and out of that number, we have detected, recorded and reported 6 375 ears, or over 30 per cent, that bear evidence of seals being broken, doors open, or being in a leaky condition. In some cases this has resulted in a great deal of loss, and in many cases, possibly, in no practical loss. Now you add to that the ears that would possibly escape our notice and those that are recoopered on arrival at yards before my men can find them, and it is really alarming. No wonder that complaints of shortages are lodged with the receiver. Our careful surveillance of these ears tends to make all parties concerned eareful. The management of the railroad company don't want their ears in a leaking condition or anything neglected, but as they are eompelled to rely on hired employes who at all times do not have the interest of the road at heart and they are necessarily the victims of careless handling without their knowledge. However, our record of the condition of the ears has tended to

improve this condition with the railroads.

It is a fact that shortages are known to exist by far too much to be excusable; and whatever the eause, the shipper is generally the one to suffer, and he is the one who should know where the blame lies. As I have said before, all this tends to hurt any market that permits it and for that reason the shipper and receiver should be anxious to locate the blame.

Much has been done along this line [by this department); and I confidently assert that the state officers, with the proper facilities for weighing, will still further reduce the fault until each has reached a minimum.

My men are not permitted to be interested in the grain business in any way, not even to the extent of working for the elevator. They are entirely independent of the elevators, as they receive a stated salary from the state and are not working for fees. I don't hesitate to condemn the system

of fees, for the reason that men who are working for fees are necessarily dictated to, for the giving of the work is within the power of the party who may take it from him, in case he fails to yield to his demands.

Onr prices for weighing are uniform to all parties. We make no distinction between the buyer and the seller. It is my judgment that it is not possible to manage the weighing and inspecting department under the control of the shipper or buyer, for in cither case it excites the suspicion, whether it be a fact or not, that favoritism will be shown to the party who pays the operator. If a set of competent, honest men are employed and their supervision properly attended to, there is no question in my mind but the disinterested department will add materially to the interests of the grain market: for as soon as it would be known that the market was under the control of one class, with absolutely no check, it would be charged, whether true or not, that manipulations were going on in the interests of the men who put up the money; and I insist that everybody should be interested to remove as far as possible the chances of such criticism when it is absolutely not necessary to invite. I point with pride to the fact that there has been no scandals or unpleasant exposes of any intentional wrong-doing by any state employe of this department.

When I took charge of the department in 1903 and from sixty to ninety days thereafter complaints reached my office in the matter of shortage of weights to such an extent that as speedily as possible I arranged the rest of the department so as to permit me to devote my entire time to this weight branch of the department. To some extent I reorganized it, placed a special supervisor over the men, made new rules and regula-tions, prepared new blanks and forms, adopted a school of instruction for the men; and I am prond to say though the business increased tenfold during the busy season, the complaints were reduced to a minimum. I fully appreciate the position you gentlemen are in in regard to an official supervision of weights, and insist that you should have just what you pay for and what the weight bureau claims to give, and that is, correct weights and any other information that it is possible to get along that line that would enable you to place the blame for shortage where it belongs. It goes without saying that a well-organized, competent, honest department is as easy to manage as any other kind, and I invite your attention to the condition of affairs in the Kansas department now, and frankly say that any improvement suggested would be adopted that is in the reach of my department, for I fully realize the life of the department would only last during the time it is operated up to the standard requirements.

TRANSPORTATION

The C., M. & St. P. Ry., on May 23, reduced the rate on wheat from Duluth to Chicago from 10 cents per hundred pounds to $7\frac{1}{2}$ cents. The new tariff went into effect May 25.

The St. Louis, Kansas City & Colorado Railroad, the Rock Island's new St. Louis-Kansas City line, was opened June 5, the first train for Kansas City leaving St. Louis at 7:20 p.m. Through car service to Colorado and California is provided.

The new Glenwood extension of the Soo road, which will tap an extensive wheat belt in Northern Minnesota, is expected to be completed to Detroit, Minn., by July 1. Grain men who have been over the route traversed by the new line state that it will be a valuable feeder for Minneapolis.

Supplies of wheat at Canadian lake ports are so reduced that there has been a marked decline in lake rates. Charters were made on June 2 at 1½ cents from St. William to Georgian bay ports, a decline of ½ cent, and at 4¼ cents to Montreal, the latter rate being % of a cent lower than the rate by canal from Buffalo to New York.

Beginning the latter part of this month the Scandinavian-American Line will place in operation a line of steamers between Baltimore and Copenhagen, Denmark. The new line will be used almost exclusively in the grain trade. The first steamer of the line to sail from Baltimore is scheduled to leave that port for Copenhagen on June 25.

Traffic officials of the Western railroads held a meeting in Chicago on May 20 and settled the matter of Gulf rates on grain. According to the agreement the rate from Missouri River points to the Gulf will be 18 cents, an advance of 1 cent, while the rate to the South Atlantic points will be 3 cents over the Gulf rate, or 21 cents. The rates from points on the Union Pacific and points north of that line to the Gulf via Kansas City will be

the sum of the local rate into Kansas City and the rate from that point to the Gulf.

The steamer Newmount was the first boat to reach Buffalo with a cargo of Canadian wheat this season from Port Arthur.

The Pope & Eckhardt Co. of Chicago, in its circular of June 4, says: "Arc Missouri River rates to be disrupted again? The Alton makes an export rate on Western grain, from Kansas City to Baltimore, Newport News and Norfolk, on wheat 21 cents, other grain 20 cents, effective June 10. This is a cut of $2\frac{1}{2}$ cents from the rate agreed upon by most of the lines, effective same date."

The various lines running to the Atlantic seaboard have made an all-rail rate on grain products from Northwest points to New York, Baltimore, Philadelphia and other Atlantic ports. This was brought about by the tie-up of lake navigation by the masters and pilots. This all-rail rate expires on June 30 and is: From Minneapolis and St. Paul, Duluth Transfer, and Superior, 23 cents on domestic and 20½ cents on export, to New York, with usual differentials to other seaboard points.

The new schedule of grain rates on all Western roads went into effect June 10, and that date marked the end of the most disastrous grain rate war ever waged in the West. The rate on wheat and flour from the Missouri River to Chicago is 12 cents; on corn 11 cents. The rate to Peoria on wheat and flour is 10 cents; on corn, 9½ cents. The rate to Chicago from the Missouri River on wheat before the late war began was 14 cents; on corn, 13 cents. The rate on grain to Chicago from its originating point is the rate between the Missouri River and Chicago plus the local rate to the river.

FLAXSEED

The Spencer Kellogg Co. succeeds Spencer Kellogg in the manufacture of linseed oils at Buffalo, N. Y.

Spontaneous combustion caused a fire in the warehouse of the Midland Linseed Co. at 281 East Water Street, Milwaukee, Wis., on the morning of June 7. The loss was small.

The quantity of fiaxseed shipped from Argentina from January 1 to May 6, 1904, amounted to 24,596,000 bushels, as compared with 16,413,000 bushels for the same time in 1903.

During the month of April 234 bushels of flaxseed, valued at \$236, were exported, as compared with 40,917 bushels, valued at \$45,561, for the preceding April. For the ten months ending with April 758,211 bnshels of flaxseed, valued at \$820,443, were exported, as compared with 3,907,219 bushels, valued at \$5,432,510, for the corresponding ten months ending with the preceding April.

Imports of flaxseed for the month of April amounted to 4,266 bushels, valued at \$4,605, as compared with 912 bushels, valued at \$1,366, for the preceding April. The total imports of flax-seed for the ten months ending with April were 19,355 bushels, valued at \$23,556, as compared with 124,799 bushels, valued at \$187,775, for the corresponding period ending with the preceding April.

A report from Lewiston, Idaho, states that the acreage in flax this year in that (Nez Perces) and Idaho counties is about 5,000 acres. The prevailing low price of flaxseed throughout the year was the cause of the great reduction in acreage over that of last year. The greater yields of lands sown to wheat, and the high price of that grain last year, was also a cause that entered largely into the reduction of the flax acreage.

The acreage devoted to flaxseed in the United States has doubled within the past six years. In 1898 only 1,553,000 acres were given over to this crop, while last year (1903) over 3,000,000 acres were put in. The foreign trade in flaxseed has been somewhat restricted during the present fiscal year, but as a whole exports have shown a substantial increase during the period of years above mentioned. The outgo for 1902-1903 showed an increase of about 1,300,000 bushels over 1899-1900. Present prices of flaxseed are about the same as last year, but lower than for the same period of the year in 1900, 1901 and 1902.

The flaxseed situation in North Dakota is summed up in a recent issue of the Commercial West as follows: "Two years ago North Dakota was the great flax state of the union. Flax was recognized as one of the most important crops that could be grown in the Northwest, and predictions were freely made that flax would take the place of wheat, as the crop of first importance in the Northwest. This year, if the testimony obtained from elevator men and farmers from all over the state is to be accepted, there will not be

more than 25 per cent. of the flax grown in the state that there was last year, and what is grown will be confined almost entirely to the new counties where the settlers find it profitable to raise a crop on the first year's breaking, and flax is the only crop available."

SEEDS

A good stand of seed peas is reported by Wisconsin growers.

Sweet corn seed of the better grades is bringing high prices.

William B. Scott & Co. have opened a new seed store at Newport, R. I.

Cucumber seed of the pickling sorts has been selling at \$1.50 to \$1.65 a pound.

The Berlin Mercantile Co. has succeeded C. W. Krissinger & Co. in the seed trade at Berlin, Pa.

The A. A. Berry Seed Co. of Clarinda, Iowa, will erect a new warehouse and an addition for supplies this snmmcr.

J. C. Robinson, a seedsman of Waterloo, Neb.,

was nominated as republican presidential elector from that (Douglas) county. Knnd Gunderstrop, formerly with the Vaughan

Seed Store, Chicago, has purchased P. F. Thomsen's seed business at Jefferson Park, Ill.

Charles P. Braslan of the Braslan Seed Growers' Co. of San Jose, Cal., is a California delegate to the coming Republican National Convention to be held in Chicago.

D. M. Ferry, the Detroit, Mich., seedsman, was cleeted delegate at large to the Republican National Convention at the Michigan state convention held at Grand Rapids on May 18.

The twenty-second annual convention of the American Seed Trade Association will be held at the Forest Park University Hotel, St. Louis, Mo., June 21 to 23, inclusive. C. E. Kendel of Cleveland, Ohio, is secretary and treasurer of the Association.

The formal transfer of the seed and plant establishment of the firm of L. Templin & Sons at Calla, Ohio, to the recently organized Templin Co. took place on May 19. Richard L. Templin and Wilbur W. Templin, his son, who disposed of their interests in the Ohio property, will engage in business in Detroit.

F. E. Winans, Chicago, gives the following report on the seed market June 13; only a few small lots of seeds are coming in each day and the interest is centered in the new crop. For September \$3.15 is bid and \$3.20 asked.

SALES OF MACHINERY.

During the month of May Barnard & Leas Mfg. Co., of Moline, Ill., sold the following machinery: Separators—H. E. McEachron & Co., Wansan. Wis.; Denton Milling Co., Denton, Tex.; Younglove & Boggess Co., Mason City, Iowa; York Foundry & Engine Company. York, Neb.; Wells-Hord Grain Co., Phillips, Neb.; E. F. Marshall, Weeping Water, Neb.; Citizens' Mill & Elevator Co., Justin, Texas. Corn Shellers and Cleaners.—Hagerty Bros., Peoria, Ill.; Knowlton & Riggs, West Plains, Mo.; E. D. Risser, Reilly, Ill.; C. N. McFarland, City of Mexico, Mexico; W. H. Praeter, New Trenton, Ind.; Kaga Co., Camargo, Ill.; Maheu & Schuyler, St. Louis, Mo.; Fairbanks, Morse & Co., Kansas City, Mo.; Perry Frazicr, Denton, Kan.; P. H. Pelky, Harveyville, Kan.

A new grain door made of steel has been invented by August Hager of Buffalo. About twenty-five are now in experimental use.

Rice shippers in Louisiana have about agreed to in cleaned rice in bags, wh filled will contain in all cases just 12 pounds of rice. In the past the rice millers have been shipping in bags all the way from 9 to 11 pounds of There has been absolutely no uniformity in the bags and they have been of such a quality as to entail great risk of loss of the product in transit. The railroads have, of conrse, been getting the worst of this, as they have paid for the loss of rice on the road. In many cases the loss was very heavy and rice shipped, as it was, in these inferior bags was looked on as one of the com-modities which it was more profitable not to handle. Last season the loss from sifting and tear through the use of the inferior bag was so great that the freight departments of the lines handling the greater portion of the product came together and joined in an appeal to the rice shippers to improve the quality and size of the bags, or submit to a high rate to recoup the roads for the losses.

For Sale

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

BAGS FOR SALE.

10,000 second-hand, 2-bushel grain bags, 10,000 140-pound export flour bags, 5,000 5-bushel oat bags. Cheap.

WILLIAM ROSS & CO., 57 So. Water St., Chicago, Ill.

FOR SALE ON EASY TERMS.

Three and three-quarter (3%) sections of the choicest farming lands in Assiniboia, Canada. The Canadian Pacific Railway is constructing a line from Lauder, Manitoba, west to Regina, Assiniboia. This line will run either through or alongside of most of our land. Address

W. R. MUMFORD COMPANY, Room 430 Rialto Bldg., Chicago.

FOR SALE.

A modern mill, located on the main line of the Santa Fe Railway in one of the best wheat sections of Oklahoma. Prospects for wheat are good. Capacity of mill, 125 barrels flour and 100 barrels meal. Building in first-class condition; built four years ago, and large enough to increase capacity to 350 barrels. This is a bargain. For full particulars write

E. A. STINSON, Guthrie, Okla.

MACHINERY

FOR SALE.

For sale cheap, 1 25-horsepower steam engine, 1 25-horsepower boiler, 1 corn sheller, with attachment. Address

STUHR & REESY, Minden, Iowa.

FOR SALE CHEAP.

Fairbanks-Morse 54-horsepower gasoline engine for sale; run two years; will sell cheap. Address P. P. WILLIAMS GRAIN CO., 408 Chamber of Commerce, St. Louis, Mo.

BARGAINS.

Gasoline engines for sale: One 20-horsepower Fairbanks-Morse; one 7-horsepower Charter. Both in good order. Address

THE ANCHOR GRAIN CO., 324 Flour Exchange, Minneapolis, Minn.

FOR SALE CHEAP.

Two No. 4 Barnard & Leas Wheat Separators and Oat and Weed Extractors, 1 No. 7 Bowsher Grinder, with sacker; 1 Howc Railroad Track Scale. Address

H. F. CASKEY, La Salle, Ill.

FOR SALE.

One 14-horsepower New Era Gasoline Engine,

One 18-horsepower double cylinder gasoline engine, \$200.

One 6-horsepower Capitol Gasoline Engine (new),

One 20-horsepower Ajax Steam Engine (new), \$100.

One 2-horsepower Capitol Gasoline Engine, \$95. C. H. A. DISSINGER & BRO., Wrightsville, Pa.

SCALES

SCALES FOR SALE.

Scales for elevators, mills, or for hay, grain or stock; new or second-hand at lowest prices. Lists

CHICAGO SCALE CO., 299 Jackson Bonlevard, Chicago, Ill.

ELEVATORS

KANSAS ELEVATORS.

Elevators for sale in Kansas. Address E. J. SMILEY, 37 Crawford Bldg., Topeka, Kan.

FOR SALE.

One new 20,000-bushel elevator in Southern Minnesota and three 15,000-bushel elevators in Iowa. For particulars address

LOCK BOX 314, Luverne, Minn.

FOR SALE OR RENT.

New 10,000-bushel capacity elevator. Coal, ice, stone, machinery and lumber. No competition. Good business doing now. Address

BOX 87, Sycamore, Ill.

ELEVATORS FOR SALE.

Two elevators located on Santa Fe, west of Wichita, in one of the best wheat sections in Kansas. Growing wheat is immense. Address P. O. BOX 762, Wichita, Kan.

ELEVATOR FOR SALE.

In Mad River Valley, on Big Four R. R., 10 miles from Springfield, Ohio. In first-class grain section and fully equipped for shelling corn and handling all kinds of grain. Address

W. B., 254 Clifton St., Springfield, Ohio.

FOR SALE.

Elevator with corn and feed mill in connection. Enjoys a splendid feed trade. Best shipping facilities. The only elevator in a city of 25,000. A 30horsepower gas engine produces power at a cost of 10 cents per hour. Everything is in first-class condition. Price, \$5,000. Address

F. S. BUTLER, Richmond, Ind.

GRAIN, COAL, LUMBER, ETC.

If you are looking for a good grain, coal or lumber business, write C. A. Burks, clevator broker, Decatur, Ill., for list No. 14, containing description of 63 elevators for sale, also 45 farms, business blocks and residences in exchange for mills and elevators, it being the largest list of elevator properties ever published. No one looking for elevator property in the grain belt of the United States should be without this list. It gives you a complete description of these properties written by an experienced grain man, and written in a manner that will give anyone familiar with the grain trade a correct idea of what each party has for sale. Write to-day; free for the asking. Don't forget the address.

C. A. BURKS, Elevator Broker, 212 Merchants Exchange, Decatur, Ill.

Tiscellaneous Ad Notices

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the Issue for that month.]

NOTICE.

Gould & Bruce and Moberly & Co. are the only grain dealers at Windsor, Ill.

LAND FOR ELEVATOR.

Wanted to exchange, our equity in a 400-acre farm in Lincoln Co., S. D., within 3 miles of the city of Sioux Falls, for a good elevator; will have to be a good one, as the land is choice. Address LOCK BOX 117, Armstrong, Iowa.

GRAIN WANTED

GRAIN WANTED.

Wanted-Feed barley and new No. 2 and No. 3 rye.

W. H. SMALL & CO., Evansville, Ind.

TO HAY SHIPPERS.

We would cheerfully correspond with all western shippers of hay. Address

DILLENBECK & MINER, No. 11 New York Hay Exchange, N. Y.

MAKE YOUR WANT KNOWN.

There are few mind readers and when you want to convey an idea to a grain shipper or receiver it's best to either put it in type or shout it at him. The "American Elevator and Grain Trade" reaches a large class of readers who will read your wishes if you have them put in type in these columns.

SITUATIONS WANTED

WANTED.

Position as manager of elevator, by a young man with 6 years' experience. Thoroughly understands grain business and care of machinery. Best of reference furnished. Address

H. E. GARRISON, Converse, Ind.

MONEY IN YOUR POCKET.

If you want to change that second-hand machine into money advertise it in this department. Or if you have a grain elevator to sell or rent, or wish to buy, make your wants known through these columns.

Burlap Bags!! Grain Bags!!

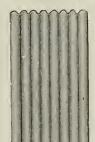
ALL SIZES MADE TO ORDER

W. J. JOHNSTON, 182 Jackson St., Chicago.

ROOFING AND SIDING.

SYKES STEEL ROOFING CO.

611 So. Morgan Street, Chicago



MAKERS OF FIREPROOF WINDOWS

WE manufacture all gauges of corrugated iron, either painted or galvanized. We make Patent Cap Roofing, Roll Cap Roofing, "V" Crimped Rocfing, Metal Ceitings, etc., etc.

We make a specialty of

Corrugated Iron and **Metal Roofing** For Grain Elevators

And take contracts either for material alone or job completed. Write us for prices. We can save you money.

That's the title of a handsome new book of seventy-two pages, beautifully printed, bound and illustrated; fifty-six pictures of Colorado's matchless mountains, canons, streams, lakes and forests.

The book is written in a most delightful vein and gives pleasing glimpses of a mountain world whose colossal beauty never wearies or changes or grows old. A splendid map of Colorado is appended.

It is not a guide book, but contains a few paragraphs about the best way to reach Colorado from everywhere east and southeast via Chicago or St. Louis (Louisiana Purchase Exposition) and the Burlington Route, with its splendidly equipped one-night-one-the-road fast express trains.



Mailed anywhere upon receipt of ten cents in stamps or coin.

P. S. EUSTIS, Passenger Traffic Manager, CHICACO.

RECEIVERS GRAIN

TOLEDO

ESTABLISHED 1846

GRAIN AND CLOVER SEED DEALERS OF TOLEDO, OHIO

SPECIAL MARKET AND CROP REPORTS FREE

BE FRIENDLY

WRITE OCCASIONALLY

RAYMOND P. LIPE

BUYER OF

HAY, GRAIN and MILL FEEDS

HAY A SPECIALTY

We can use hay in any sort of car that comes to Toledo. Can also use mixed cars of hay and straw. Write for prices.

The Spitzer Building,

TOLEDO, OHIO

TOLEDO, O. **Buy and Sell Grain**

SELL US YOURS

If you don't get our bids, ask for them. Consignments always welcome. Consign us yours.

J. F. ZAHM

F. W. JAEGER

F. MAYER

ESTABLISHED 1879

GRAIN and **SEEDS** TOLEDO, OHIO

Handling consignments and filling orders for futures OUR SPECIALTY

SEND FOR OUR DAILY CIRCULAR; IT'S FREE

DETROIT

R. C. ROBERTS

Dumont, Roberts & Co. RECEIVERS GRAIN SHIPPERS

Chamber of Commerce DETROIT, MICH. Consignments Solicited.

Merchants Exchange DECATUR, ILL.

Ask for our Bids and Quotations

LANCASTER

JONAS F. EBY & SON

207 WOOLWORTH BUILDING LANCASTER, PA. WHOLESALE

Grain, Feed, Hay and Straw

MINNEAPOLIS



J. R. MARFIELD, Pres.

MINNEAPOLIS,

GRAIN RECEIVERS

MINN.

Consignments Solicited. MILLING WHEAT A SPECIALTY

WM. GRIFFITHS, Vice-Pres. and Mgr.

C. D. TEARSE, Sec'y and Treas. MARFIELD=GRIFFITHS CO. GRAIN COMMISSION

OFFICES: Consignments and Orders for MILWAUKEE MINNEAPOLIS DULUTH Future Delivery Solicited.

PRIVATE WIRES-CHICAGO AND NEW YORK

511-514 New Chamber of Commerce, Minneapolis, Minn.

BATTLE CREEK

McLane, Swift @ Co..

Buyers

Battle Creek, Mich.

CORRESPONDENCE FROM EASTERN BUYERS SOLICITED.

PEORIA

ESTABLISHED 1875

P. B. & C. C. MILES **Grain Commission Merchants BUYERS AND SHIPPERS**

36-37 Chamber of Commerce,

PEORIA, ILL.

I.A. GRIER & CO.

PEORIA, ILL. RECEIVERS, BUYERS AND SHIPPERS OF WHEAT, CORN, OATS AND RYE

On account of the peculiar character of the season, grain is largely off grade and we advise consignments. WE GIVE ALL CONSIGNMENTS CAREFUL ATTENTION

A. G. TYNG, Jr.

D. D. HALL

TYNG, HALL & CO. Grain and Commission Merchants

ROOMS 33 AND 35 CHAMBER OF COMMERCE PEORIA, ILLINOIS

CLEVELAND

UNION ELEVATOR

BUYERS AND SHIPPERS

WHEAT, CORN, OATS, HAY AND STRAW

OUR SPECIALTY: RECLEANED ILLINOIS SHELLED CORN CLEVELAND, O.

CAIRO

H. L. Halliday Milling Co. RECEIVERS AND SHIPPERS **CORN-WHEAT-OATS** CAIRO. **ILLINOIS**

NEW YORK CITY

BROOKLYN HAY & GRAIN CO.

HAY, STRAW AND GRAIN COMMISSION MERCHANTS ON ALL MARKETS IN NEW YORK HARBOR

Office: Borough of Brooklyn, New York

CEO. N. REINHARDT & CO. MELROSE STATION, NEW YORK CITY



We sell on Commission and buy direct,

HAY, GRAIN AND FEED. Storage capacity 8,000 bales, 30,000 bushels Let us know what you have to offer.

PHONE CHICAGO, ILL. SOUTH BEND, IND. TOLEDO, O. BUFFALO, N. Y.

Successor to Churchill & Company; The Paddock-Hodge Company; The Churchill-White Grain Company.

Fire We buy delivered either of these points, or f. o. b. your stations. Fire proof elevators and seed houses. Unlimited storage capacity for grain and seed. Storage capacity, 6,000,000. Unloading capacity, 300 cars daily. Clipping Capacity, 175,000 Daily. We trade In futures.

KANSAS CITY

Geo. A. Adams Grain Co.

KANSAS CITY, MO.

Consignments and orders for future delivery solicited

Milling Wheat a Specialty

ST. JOSEPH

T. P. GORDON

Wholesale Dealer in

GRAIN, HAY and MILL FEED

COMPETENCY, INTEGRITY and ABILITY SHIP TO MB :: ORDER FROM ME References: Any Bank or Commercial Institution of St. Joseph, Mo.

RECEIVERS GRAIN

BUFFALO

W. W. ALDER

Consign Your Grain To a Strictly

Quick Return and Careful Guarding of Our Shippers' Interests.

> Correspondence Invited. Write for Buffalo Market Letter.

83 Board of Trade, BUFFALO, N.Y.

Consign Your Grain to

BURNS BRO

44 Board Trade, Buffalo, N. Y.

QUICK SALES. IMMEDIATE RETURNS. RELIABLE REPORTS. Members Grain Dealers National Association.

PHILADELPHIA

E. L. ROGERS & CO.

Gommission Merchants

Crain, Feed, Hay, Straw, Etc. 358 Bourse Building

PHILADELPHIA, PA.

Walter Griscom GRAIN AND FEED

467 Bourse Bldg.,

Philadelphia, Pa.

I desire to make connections with western dealers who have Corn. Oats and Mill Feed to sell to the East

Samples and Correspondence Solicited

S. J. CLEVENGER SHIPPERS' AGENT AND BROKER

Grain, Hay, Feed and Seeds

Room 468 Bourse Building,

PHILADELPHIA, PA.

ACCOUNTS AND CORRESPONDENCE SOLICITED

Established 1877

We Want Your Business Write for Market Reports

HAY AND GRAIN

482 Bourse Building, Philadelphia Reference: Contonnial National Bank

L. F. MILLER & SONS,

RECEIVERS AND SHIPPERS OF

Grain, Feed, Seeds, Hay, Etc.

OFFICE: 2931 N. BROAD ST., PHILADELPHIA, PA. CONSIGNMENTS SOLICITED. Special attention given to the handling of CORN AND OATS.

REFERENCES | Manufacturers' National Bank, Philadelphia, Pa. Union National Bank, Westminster, Md.

PITTSBURG

McCance Block, Cor. Seventh Ave. and Smithfield St., Pittsburg, Pa. Established 1878

Wholesale Grain, Hay and Mill Feed

CONSIGNMENTS SOLICITED. References: The Colonial Trust Co., Pittsburgh, Pa.

GEIDEL & CO., **COMMISSION MERCHANTS** GRAIN, HAY AND STRAW.

MEMBERS OF National Hay Association.
Pittsburg Grain and Flour Exchange.
Grain Dealers' National Association.

PITTSBURG, PA.

WE USE ROBINSON'S AND HAY AND GRAIN CIPHERS. Official Market Report Mailed Regularly on Request.

DANIEL McCAFFREY'S LEADING HAY AND GRAIN DEALERS

ESTABLISHED 1867. CONSIGNMENTS SOLICITED. Reference: Duquesne Nat'l Bank.

716-718 FIFTH AVENUE, PITTSBURG, PA.

GEIDEL DICKSON &

RECEIVERS and SHIPPERS **GRAIN, HAY AND MILL FEED**

PITTSBURG, PA. 432=4 Seventh Ave., Reference: Commercial National Bank or any Bank or Merchant In the city.

H. G. MORGAN & CO..

Receivers and Shippers of

GRAIN. MILL FEED WRITE FOR OUR BIDS.

203 Bissel Block,

PITTSBURG, PA.

C. M. HARDMAN

D. V. HECK

HARDMAN & HECK

Receivers and Shippers of

Grain, Hay and Mill Feed

IN CARLOADS

Divided cars yellow ear or shelled corn and white oats

Room 206 Home Trust Bldg. PITTSBURG, PA.

SAMUEL WALTON Hay, Corn, Oats

Rooms 4 and 5, No. 8 Wood Street PITTSBURG, PA.

Will buy outright or seil on usual rates of commission Liberal Advancements made on Consignments

KEIL & THORNE

RECEIVERS OF

GRAIN, HAY AND STRAW Consignments Sollcited

7th Avenue and Smithfield St. PITTSBURG, PA.

Write us for official Price Current, malled regularly References-Third National Bank; Germania Savings Bank

DECATUR



MILWAUKEE

MILWAUKEE ELEVATOR CO.

GENERAL GRAIN DEALERS AND BUYERS

BARLEY A SPECIALTY

61-66 Mitchell Building,

Milwaukee, Wis.

O. MOHR, Mgr.

G. C. HOLSTEIN, Sec'y-Treas.

Mohr-Holstein Commission Co.

29 Chamber of Commerce **MILWAUKEE**

Sample Grain a Specialty BRANCH OFFICES AT CHICAGO, MINNEAPOLIS

O. Z. Bartlett, Prest. B. G. Ellsworth, Vice-Prest. H. H. Peterson, Secy

L. Bartlett & Son Co. GRAIN

COMMISSION MERCHANTS

Branch Houses Chicago, Minneapolis & St. Louis

Room 23 Chamber of Commerce Bldg

Milwaukee, Wis.

ST. LOUIS

CONNOR BROS. & CO.

GRAIN AND HAY

ST. LOUIS

MEMBERS OF GRAIN DEALERS' NATIONAL ASS'N

We Solicit Your Consignments of

Grain, Hay

G. L. GRAHAM & CO.,

301 Chamber of Commerce, ST. LOUIS, MO.

BRINSON-WAGGONER GRAIN CO.

RECEIVERS AND SHIPPERS OF GRAIN

FUTURE ORDERS EXECUTED

ST. LOUIS, MO.

CHICAGO

Baker + Traxler

COMMISSION MERCHANTS

SHIP YOUR GRAIN AND SEND YOUR

BOARD OF TRADE ORDERS TO US.

WITH NASH-WRIGHT CO.

514-519 Rialto Bldg. Chicago

GRAIN RECEIVERS

CHICAGO

VAN NESS BROTHERS

SUCCESSORS TO VAN NESS & WILSON

GRAIN COMMISSION

440-441-442 RIALTO BLDG.

CHICAGO



MEMBER CHICAGO BOARD OF TRADE.

PERSONAL ATTENTION GIVEN Speculative Accounts and Consignments.

Market letter mailed free on application.

99 Board of Trade Bldg., Chicago, III.



J. H. WARE E.F. LELAND F. J. FAHEY Consign your grain and seeds and send your WARE & LELAND. 200-210 Rialto Bldg., Chicago. GRAIN, PROVISIONS, STOCKS AND COTTON. Write for our Daily Market Letter. Your interests are our interests. Special attention given to cash grain shipments.

CHICAGO

T. E. WELLS & CO.

COMMISSION MERCHANTS GRAIN, PROVISIONS, STOCKS and BONDS

1011-1017 Royal Insurance Bldg.,

W. M. Timberlake in charge of Cash Grain Department. Experienced and capable men in all departments.

WRIGHT, BOGERT & CO. COMMISSION MERCHANTS

Correspondence and Consignments Solicited

Orders for future delivery carefully executed

Screenings and Mill Feed

106, 107, 108 and 119 Rialto Building CHICAGO

CHICAGO

428-430 Rialto Building.

79 Chamber of Commerce.

KANSAS CITY. ST. LOUIS. MILWAUKEE.

Liberal advances on Consignments. Orders in Futures solicited Cash and Future Market Letter mailed free on application.

Members of Different Exchanges.

POPE AND **ECKHARD**

WILLIAM J. POPE, Prest. W. N. ECKHARDT, Secy.

COMMISSION MERCHANTS

CRAIN SEEDS PROVISIONS

317-321 Western Union Building, CHICAGO.

TRI-STATE GRAIN THE

Buyers and Shippers of Grain,

CHICAGO.

OPERATING HAWKEYE ELEVATOR "A," HAMMOND, IND. HAWKEYE ELEVATOR "B," DAVENPORT, IOWA.

GEN. OFFICE: EXCHANGE BLDG., U. S. YARDS.

J. ROSENBAUM GRAIN

(INCORPORATED)

GRAIN MERCHANTS CHICAGO

Mueller & Young Grain

RECEIVERS AND SHIPPERS.

BARLEY AND OATS A SPECIALTY.

2 SHERMAN ST.,

CHICAGO.



STOCKS, BONDS, COTTON AND COFFEE. 199 LaSalle St., Ground Floor, Home Insurance Bidg.

Member Chicago Board of Trade.

CHICAGO

COMMISSION MERCHANT ONLY, Doing no trading whatever on my own account, which enables me to judge the market from an unbiased standpoint.

All business transacted through and confirmed by Chas. W. Gillett & Co. \

Consignments of cash grain and orders in futures have my personal attention My "GRAIN TRADE TALKS" are published in full in the Chicago Evening Post and Chicago Journal. Will send either paper free to customers.

Troubles Behind and Money Ahead

BY SHIPPING TO

RECEIVERS LASIER & HOOPER SHIPPERS

102 and 103 Rialto Building, Chicago

GRAIN RECEIVERS

CHICAGO

AUTHORIZED CAPITAL \$500,000.00

The Calumet & Western **Elevator Company CENERAL CRAIN HANDLERS**

Careful Attention Consignments and Fulure Orders "Chicago Evening Post" containing our daily market letter mailed you if desired.

169 JACKSON BOULEVARD,

CHICAGO

WARNER & WILBUR.

GENERAL COMMISSION MERCHANTS

CONSIGNMENTS AND ORDERS IN FUTURES SOLICITED

. 417 and 419 Royal Insurance Building

Established 1879

CHICAGO, ILL.

F. E. WINANS

Grain and Field Seeds Commission Merchant BARLEY, OATS, WHEAT, CORN, RYE TIMOTHY, CLOVER, FLAX, HUNGARIAN MILLET 6 SHERMAN STREET, CHICAGO

Write us freely on all matters pertaining to grain and field secds. Your questions fully and cheerfully answered; particular attention paid to thmothy seed and grain by sample. Consignments and speculative orders receive our careful personal attention.

HENRY HEMMELGARN

PHILIP H. SCHIFFLIN

ESTABLISHED 1861

H. HEMMELGARN & CO. COMMISSION MERCHANTS

Grain, Seeds and Provisions

Rooms 317, 318 and 319 Rialto Building CHICAGO, ILL.

Consignments Solicited

Correspondence Invited

E. W. BAILEY & CO.

Commission Merchants

GRAIN, SEEDS AND **PROVISIONS**

72 Board of Trade,

CHICAGO

ARMOUR GRAIN CO.

205 LA SALLE STREET CHICAGO

GRAIN BUYERS AND DEALERS

GRAIN, HAY, SEEDS AND PROVISIONS

CHICAGO

W. S. SEAVERNS

Established 1856

H. A. PORITZ

Consign Your Grain and Seeds to

FUTURES OF GRAIN, SEEDS AND PROVISIONS **BOUGHT AND SOLD ON MARGINS**

76 Board of Trade,

CHICAGO

COMMISSION MERCHANTS

Consignments and Orders for Future **Delivery Solicited**

73 and 74 Board of Trade,

CHICAGO.

CRIGHTON & CO.

GRAIN COMMISSION

402-403 Royal Insurance Bldg., CHICAGO

Chicago Grain & Elevator Co.

GRAIN HANDLERS AND **COMMISSION MERCHANTS**

240 La Salle Street, Chicago

Prompt and best service in handling your cash grain and orders in futures.

MONTAGUE & COMPANY COMMISSION MERCHANTS

Grain, Flour, Millstuffs and Seeds

Orders solicited in grain for future delivery Write for our daily market letter

6 and 8 Sherman Street

Chicago

Hulburd, Warren & Co.

Capital, \$250,000.

Surplus, \$50,000.

Commission Merchants Grain and Provisions

Receiving, Shipping Futures. Business Solicited in any Dept. OFFICERS: W. S. Warren, Pres.; A. C. Davis, Vice-Pres.; Chas. H. Hulburd, Treas.; C. J. Northup, Secy.; John Gillier, Asst. Treas.

47 BOARD OF TRADE, CHICAGO

COMMISSION MERCHANTS

CASH AND FUTURE DELIVERIES

97 BOARD OF TRADE, CHICAGO

Receiving a Specialty

Every Department Fully Manned by Men of Ability and Long Experience

CHICAGO



We Have

every facility for handling grain on consignment or for future delivery.

Experienced Men on 'Change Ample Financial Resources Thirty Years' Experience

COMMISSION MERCHANTS

77 Board of Trade

GEORGE S. BRIDGE

JOHN R. LEONARD

BRIDGE & LEONARD

Grain and Hay Commission

MEMBERS
Chicago Board of Trade
St. Louis Merchants' Exchange
Milwaukee Chamber of Commerce
Grain Dealers' National Association
National Hay Association

62 Board of Trade CHICAGO, ILL.

W. H. MERRITT & CO. Grain Buyers and Shippers

CORRESPONDENCE SOLICITED

87 Board of Trade,

CHICAGO, ILL.

ESTABLISHED 1852

T. D. RANDALL & CO.

COMMISSION MERCHANTS HAY, GRAIN AND STRAW

92 Board of Trade Bldg.,

CHICAGO

Gerstenberg & Co.

COMMISSION MERCHANTS

Personal attention given to selling grain and seeds by sample.
BARLEY A SPECIALTY.

Chicago

Try us and you will be well pleased

w. f. johnson

GEO. A. WEGENER

W. F. JOHNSON & CO.

GRAIN, SEED AND PROVISION

Commission Merchants

Orders for future delivery carefully executed. Consignments and correspondence solleited.

Room 59, Board of Trade

CHICAGO

and GRAIN.

COMMISSION MERCHANTS

Correspondence and Consignments 66 BOARD OF TRADE, Sollcited. Market Reports on Application. CHICAGO, IL

CHICAGO, ILL.

FACTORIES:

Chicago, III. Pekin, III. Peoria, III. Venice, III. Waukegan, III. Marshalltown, la, Davenport, la. Rockford, III. Geneva, III.

sumption 165,000 bushels daily

JOS. P. GRIFFIN, Manager Grain Department

IT'S A FACT



that our Elevating, Conveying and Power-Transmitting Machinery will increase the earning capacity of any elevator anywhere—will add good green dollars to the bank account of any miller or elevator man.

Wolf Machinery saves and earns more than any other system because it secures greater efficiency from less power, requires less attention, and causes practically no repairs or shutdowns.

Recent Important Improvements

as shown in our new models, represent the highest scientific development in Power-Transmitting Machinery. Ring-oiling bearings, which we are the pioneers to adapt to this class of machinery, are a feature of unusual value, combining economy, simplicity, durability, and freedom from repairs.

We are prepared to furnish the entire equipment of a mill or elevator of any size—there is none too large for our ample facilities, nor too small to receive our most careful efforts.

We go anywhere for business. May our representative submit suggestions and estimates?

The Wolf Company

Chambersburg, Pa.

Philadelphia Branch Shops, 521 N. 23d St., Philadelphia, Pa.

GENERAL SOUTHERN OFFICE: 505 Willcox Bldg., Nashville, Tenn. GENERAL NORTHERN OFFICE: 309 S. Third Street, Minneapolis, Minn. PACIFIC COAST DEPARTMENT: 323 Alisky Bldg., Portland, Oregon



Joseph Dixon Crucible Co., Jersey City, U.S.A



WWW Perforated Metal

Grain Elevators, Rice Mills,

Flour Mills, Mait Houses.

THE ROBT. AITCHISON PERFORATED METAL CO.,

303-305 Dearborn Street, CHICAGO, ILL.

Millers Who Use

Elevators

Recommend Them

Catalogues Our specialcovering ties include all our Chains, lines Sprocket mailed Wheels, Elevafree on retor Buckquest ets,

Our prices and discounts are worth investigating

The Jeffrey Mfg. Co. COLUMBUS, OHIO, U.S.A.

New York Pittsburg Chicago Denver Charleston, W. Va.

OUR SPECIALTIES

Patented Chain Grain Feeders "Little Giant" Grain Cleaners "Little Giant" Suction Fans Water-Tight Elevator Boots Elevator Heads

"Safety" Wagon Dumps

Send specifications for complete equipments for Grain Elevators.

B. S. CONSTANT CO. BLOOMINGTON,

CLEVELAND ELEVATOR BUCKET CO., Manufacturers of the

FULLER" PATENT STEEL ELEVATOR BUCKETS



Suitable for Mills, Elevators, Ear Corn, Cobs, Clay, Ores, Broken Stone, Coal, Sand and other extra heavy substances. General Office and Works: 225 St. Clair St., Cleveland, O., U. S. A.

A complete list of the Michigan Millers, Grain, Hay and Bean Shippers, Michigan Railroads and yearly crop reports by counties, giving the number of bushels of grain, beans, potatoes, clover seed and tons of hay raised in each county, compiled for the Michigan Grain Dealers' Association.

The book will last several years, as ample room has been allowed for corrections and additions.

Price of book with monthly corrections, \$1.00. Cash with order, Address all communications to

M. G. EWER, Sec'y-Treas., Post Office Drawer No. 604, Detroit, Mich.

Locate Your New Industry

in the great central territory lying between Lake Michigan and the Missouri River, where the various raw materials, coal supply, water powers, extensive markets and distributing centers for the manufactured products are combined. In this territory the

Chicago, Milwaukee & St. Paul Railway

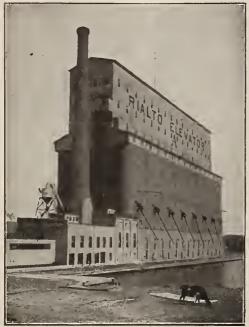
operates 7,000 miles of thoroughly equipped road extending to the copper country and iron ranges of Northern Michigan and the pine and hardwood as well as the lead, zinc and iron regions of Wisconsin; the coal fields of Illinois and Missouri; and westward through the great agricultural states of Iowa, Minnesota, North Dakota and South Dakota.

The Industrial Department

invites correspondence with Eastern manufacturers who are desirous of locating nearer to the actual consumer of their products. Profitable locations can be secured. It co-operates also with local organizations on its lines in the establishment of new industries and the development of natural resources. Inquiries receive prompt attention and are considered confidential.

W. B. DAVENPORT, Industrial Commissioner,
Chicago, Milwaukee & St. Paul Rallway,
1329 The Railway Exchange, CHICAGO.

MACDONALD ENGINEERING CO.



Engineers and Contractors

Builders of Grain Elevators

In Wood, Steel or Combination Materials

Any Capacity, from 5,000 Bushels up.

RIALTO ELEVATOR, CHICAGO.

1454-55-56-57 Monadnock Building CHICAGO, ILLINOIS

JOHN S. METCALF CO.

Engineers—Grain Elevator Builders.

WE MAKE A SPECIALTY OF FURNISHING PLANS AND SPECIFICATIONS. 620-633 The Temple, - - Chicago, III.

A partial list of elevators which have been designed and constructed by us and under our supervision:

MANCHESTER SHIP CANAL CO.'S ELEVATOR, Manchester, Eng	1.500,00
GRAND TRUNK ELEVATOR No. 3, Portland, Me	1,500,00
GRAND TRUNK ELEVATOR No. 2, Portland, Me	1,000,00
NORTHERN GRAIN CO., Manitowoc, Wis	1,400,00
BURLINGTON ELEVATOR, St. Louis, Mo	1,300,00
UNION ELEVATOR, East St. Louis, III	1,100,00
EXPORT ELEVATOR, Buffalo, N. Y	1,000,00
J. R. BOOTH ELEVATOR, Parry Sound, Canada	1,000,00
CHESAPEAKE & OHIO RAILWAY ELEVATOR, Newport News, Va.	
SOUTHERN PACIFIC TERMINAL CO.'S ELEVATOR, Galveston, Tex.	1,000,00
BURLINGTON ELEVATOR, Pcoria, Ill	500.00
CANADA ATLANTIC RAILWAY ELEVATOR, Coteau Landing, Que.	500,00
HALLIDAY ELEVATOR CO.'S ELEVATOR, Cairo, Ill	500,00
PERE MARQUETTE RAILROAD CO.'S TRANSFER ELEVATOR,	0,,00
Ludington, Mich.	150.00
GRAND TRUNK TRANSFER & CLIPPING ELEVATOR, Chicago, Ill.	
ERIE RAILROAD TRANSFER & CLIPPING ELEVATOR, Chicago	100.00
GOEMANN GRAIN CO.'S TRANSFER ELEVATOR, Mansfield, Ohio	100.00
GEO. T. EVANS MILLING CO.'S CONCRETE ELEV., Indianapolis	85.00
End vi, indicate polisi	50,00

SEELEY, SON & CO.,

Fremont, Neb.



Architects and Builders

OF ALL KINDS OF

CRAIN ELEVATORS.

STEEL STORAGE and ELEVATOR CONSTRUCTION COMPANY

BUFFALO, N. Y.



1,000,000-bushel fireproof Grain Elevator constructed of steel, for the Harbor Commissioners of Montreal, Canada.

Twenty Million Bushels Capacity of Our Construction Now in Use.

NOTHING TOO LARGE

NOTHING TOO SMALL

Witherspoon, Englar @ Co.

DESIGNERS AND BUILDERS OF

GRAIN ELEVATORS

IN STEEL, WOOD, CONCRETE or TILE

630 Monadnock Block, Chicago

COMPLETE GRAIN ELEVATORS AND FLOUR MILLING PLANTS

Designed, erected and equipped ready for operation. Plans drawn to suit any location and Estimates Submitted. Elevators built in either steel, wood or combination materials.

Steel Fireproof Elevators a Specialty

Write for my late **Illustrated Catalogue** on Grain Elevators. It will interest you. Correspondence solicited.

R. C. STONE

Architect and Mechanical Engineer

SPRINGFIELD, MO.

Geo. M. Moulton & Co.

Fisher Building, Chicago

Successors to J. T. MOULTON & SON



1.000,000-bushel fireproof Grain Elevator, constructed of Hollow Tile Building Blocks, for Albert Schwill & Company, South Chicago.

THE PIONEERS IN

GRAIN CONSTRUCTION ELEVATOR

ARCHITECTS AND BUILDERS OF

FRAME, STEEL and TILE **GRAIN ELEVATORS**

134 VAN BUREN STREET, CHICAGO ENGINEER AND BUILDER OF ELEVATOR AND FACTORY BUILDINGS

WITH MACHINERY AND POWER EQUIPMENT



1,000,000 BU. FIREPROOF ELEVATOR.

ESTABLISHED IN 1876

The many years of experience in mill an elevatorarrangements enables us to give PERFECT SATISFACTION

CORRESPONDENCE SOLICITED

C. E. FLORA.

L. J. McMILLIN.

RELIANCE MFG. CO.,

MANUFACTURERS OF THE RELIANCE GRAIN CLEANERS,

GRAIN ELEVATORS, Designers and Builders of

Complete Equipments for Elevators and Mills,

1521, 1523 BATES STREET,

- INDIANAPOLIS, IND.

HEIDENREICH E. LEE DESIGNER AND BUILDER OF AIN ELEVATORS

1738 Railway Exchange Building, CHICAGO, ILL.

T. HONSTAIN G.

GRAIN ELEVATORS



Exchange Elevator built by G. T. Honstain, Minneapolis. Pireproof storage capacity 250,000 bushels. Working house capacity 150,000 bushels.

518 Corn Exchange Bldg. MINNEAPOLIS, MINN.

Nebraska City & Ill. Ele. Co.

Nebraska City & Ill. Ele. Co. Chicago, 2,000,000
Bartlett, Frazier Co. Chicago, 1,000,000
H. Rogers Co. St. Louis, 500,000
F. H. Peavey & Co. Minneapolis, 1,000,000
S. S. Linton & Co. Minneapolis, 650,000
S. S. Linton & Co. Minneapolis, 450,000
Interstate Grain Co. Minneapolis, 500,000
City Elevator Co. Minneapolis, 400,000

City Elevator Co.
Minneapolls, 400,000
Security Grain Co.
Minneapolis, 400,000
Royal Milling Co.
Great Fails, Mont., 100,000
Jennison Bros.
Jancsville, Minn., 100,000
Four hundred country elevators from 10,000 to 50,000.

BARNETT & RECORD CO.

416 CORN EXCHANGE, MINNEAPOLIS, MINN.

General Contractors and Designers of Grain Elevators, Mill Buildings, Docks and Warehouses.

We are prepared to use all of the various kinds of elevator construction, but recommend our special construction known as the Record-Johnson System Patent Fireproof Semi-Porus and Glazed Cellular Tile Grain Storage Construction, covered by the following patents; and which we have exclusive control: Patents Nos. 664323, 664324, 664325, 692544, 713104.



The following is a partial list of owners and capacity of plants which we have built in the last four years under these patents:

Bushels. Great Eastern Elevator, Minneapolis, 1,000,000 St. Anthony Elevator Co., "2,200,000 North Star Malting Co., "500,000 Victoria Elevator Co., "250,000 Friseo Ry. Elevator, Kansas City, 700,000

Northwestern Yeast Co., Chicago, Canadian Northern Ry. Co., Port Arthur, David Stott Milling Co., Detroit, Pabst Brewing Co., Milwaukee,

300,000 2,250,000 200,000

Bushels.

1,000,000

1,000,000

We have under construction at the present time the following plants: Schlitz Brewing Co., Milwaukee, 550,000 Washburn-Crosby Milling Co., Buffalo, 300,000 Millbournc Mills Co., Philadelphia, 200,000

The following are a few of our largest wood-constructed elevators:

Calumet Elevator, Chicago,
Minnesota Annex, Chicago,
C., St. P., M. & O. Ry. Co., Itasea,
Belt Line Elevator, Superior,
Superior Terminal,
Pittsburg & West. Ry., Fairport, O.,
United States Milling Co., Duluth,
Empire Elevator Co., Minneapolis,
2,500,000
2,500,000

Maple Leaf Elevator, Kansas City, 1,6
Burlington Elevator, St. Louis, 1,6
Grand Trunk Elevator, Portland, Me., 1,6
F. H. Peavey & Co., No. 1, 1,7
Interstate Elevator, Minneapolis, 1,7
Texas Pacific Ry. Co., Westwego, La., 1,6
Hoosae Tunnel, Charlestown, 1,6
And hundreds of smaller houses. 1,000,000 1,000,000 1,000,000

WRITE US FOR ESTIMATES



If You Want

an up-to-date and modern elevator have it designed by the

BURRELL ENGINEERING AND CONSTRUCTION CO., Inc.

Designers and Builders

265 La Salle St. CHICAGO, ILL. Are You
Going to WRITE
Build?

Younglove & Boggess Co.

ENGINEERS

Designers and Builders of Grain Elevators and Flour Mills @

We will be pleased to send you plans, specifications and estimates on your work

MASON CITY, IOWA

S. H. TROMANHAUSER



DESIGNER and BUILDER

Grain Elevators
Fireproof
Brick Construction

A Specialty

Country or Terminal Elevators in any Design or Capacity

Write for Plans and Estimates

805-6 Phoenix Bldg., Minneapolis, Minn.

MINNEAPOLIS STEEL @ MACHINERY CO.

MINNEAPOLIS, MINN.

BUILDERS

OF-

STEEL ELEVATORS CORLISS ENGINES

ELEVATING, CONVEYING AND POWER TRANSMITTING MACHINERY

STEEL STRUCTURES

MINNEAPOLIS. MINN.

UP-TO-DATE COUNTRY ELEVATORS

TRANSFER AND CLEANING HOUSES

L. O. HICKOK,

Phone Main 1466.

Crain Elevator Builder

Flour Exchange Building.

OVER THIRTY YEARS' EXPERIENCE

CORRESPONDENCE SOLICITED

WHEN YOU WANT

Elevator or Mill Supplies....

Cleaning Machines, Feed Mills, Corn Shellers, Engines and Boilers, Gasoline Engines, Horse Powers,

WRITE TO

GREAT WESTERN MANUFACTURING CO.

GENERAL OFFICE AND FACTORY:-LEAVENWORTH, KAN.

WAREHOUSE AND SALESROOMS: 1221-1223 Union Ave., Kansas City, Mo. Send for our litustrated Catalog.



WICHITA,

KAS.

OHN LUND

E, J. Rud

LUND, RUD & CO.

CONTRACTORS and BUILDERS of GRAIN ELEVATORS

Plans and Specifications furnished on short notice.

313 South Third St. MINNEAPOLIS, MINN.

OLSON BROTHERS

PRACTICAL ELEVATOR
BUILDERS AND
MACHINERY ERECTORS

172 Grand Ave., CHICAGO, ILL.

Telephone Monroe 1614

ELEVATORS BUILT BY US SINCE MARCH, 1903

Hubbard & Palmer, Kasota, Minn.
Barley Cleaning Elevator, 125,000 Bushels
Huhn Elevator Co., Minneapolis, Minn.
Brick Storage Tank, 50,000 Bushels
Crown Grain Co., Winnipeg, Man.
Transfer Elevator, 170,000 Bushels
Brooks Elevator Co., Minneapolis, Minn.
Transfer Elevator, 125,000 Bushels
Butcher Elevator Co., Minneapolis, Minn.
Transfer Elevator, 100,000 Bushels
Besides 80 country elevators, aggregating

about 2.000,000 bushels capacity

W. S. Cleveland

B. H. Stahr

W.S. Cleveland & Co.

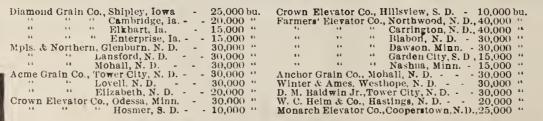
500 Corn Exchange Minneapolis, Minn.

Engineers, Designers and Builders of

Grain Elevators

Steel Transfer Elevators Brick Storage Tanks Under Patent No. 714,363

Read the Following List of SATISFIED Elevator Owners Who Used Our Plans or Had Us Build Their Elevators In 1903 Diamond Grain Co., Shipley, Iowa - 25,000 bu. Crown Elevator Co., Hillsview, S. D. - 10,000 bu. St. Anthony & Dakota, Grove City, Minn., 20,000 bu. Farmers' Elevator Co., Northwood, N. D., 40,000 " List, Schnell, St. Charles, Minn. - 20,000 " White Bear Minn. - 20,000 " White Bear Minn. - 20,000 "



s	t. Anthony & Dakota, Grove City, Minn., 20,000	bu,
L	. Schneil, St. Charles, Minn 20,000	8.4
V	White Bear Eiev. Co., White Bear, Minn., 20,000	6.6
Т	ake Benton Mill Co., Lake Benton, Minn., 20,000	4.4
$-\tilde{c}$	C. C. Mortrude, Eastedge, N. D 20,000	+ 4
н	Rowden Hardware Co., Bowden, N. D 20,000	• 6
G	C. Oelrich, Orange City, Iowa - 20,000	4.4
v	V. P. Devereaux & Co., Storden, Minn 20,000	4.4
E	F. J. Reynolds, Barry, Minn 20.000	4.0
V	Wohlheter Elevator Co., Elkton, S. D 15,000	2.4
Ċ	C. G. Ireys, Fessenden, N. D 10,000	4.4
_	,	

Write to HONSTAIN, BIRD & CO., 306 Corn Exchange, Minneapolis, Minn.

USE YOUR OWN SEAL



With your name on and numbered consecutively.

The Tyden Self-Locking Seal

Is now used by some of the largest rail-roads and private shippers in this country.

Write for free samples.

International Seal & Lock Co. Hastings, Mich.

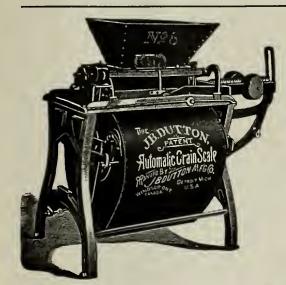
"YOUNGLOVE"

THE IOWA ELEVATOR BUILDER

My experience will enable me to build better elevators than others. Will refer you to any of the owners of the 250 I have built in the past four years.

J. F. YOUNGLOVE

MASON CITY, IOWA



Patent Automatic Grain Scale.

FOR USE IN

ELEVATORS, DISTILLERIES, MALT HOUSES, FLOUR MILLS, ETC.

ACCURATE AND RELIABLE AT ALL TIMES. SCALES SENT ON 30 DAYS' TRIAL. SEND FOR CIRCULAR AND PRICE LIST.

Address

J. B. DUTTON, 1026 and 1028 Scotten Ave., DETROIT, MICH.

\$2.50

THE AMERICAN MILLER

· \$2.00

\$2.50

THE AMERICAN ELEVATOR AND GRAIN TRADE, \$1.00

THESE two great papers every month for one year can be had for almost the price of one, by sending the \$2.50 at one time. The interests of the milling and grain handling trades are so inseparable that you need both these "silent partners" in your business.

They will keep you fully informed of the progress and prospects of your line of business in all parts of the world. They record the latest legal decisions and developments affecting you business.



Established in 1873

Published on the 1st of every month, at \$2 per year. Each number contains 88 pages and upward.

It is the great illustrated business magazine of the flour and cereal milling industry.

It is not a daily market report, but covers broadly every phase of the business from the production of the grain to the consumption of the manufactured products.

It is the most complete exponent of milling mechanics in the world. Water power, steam engineering and all milling topics are handled by the ablest writers in their respective fields.



Established in 1882

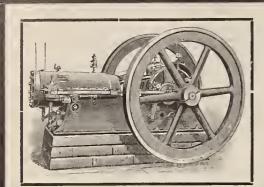
Published on the 15th of every month, at \$1 per year. Fifty-two

pages and upward in every number.

It covers broadly and completely the business of buying, selling and handling grain. It illustrates and describes the latest storage, handling and transportation achievements. It deals broadly and vigorously with all questions and usages affecting the welfare of the trade. It enters into the details of things sufficiently to be helpful to even the smallest dealer in his daily business.

It will keep you elbow to elbow with your fellow dealers in all association and convention work for betterment of the trade

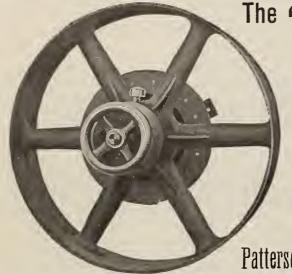
MITCHELL BROS. CO., Publishers, 315 Dearborn Street, CHICAGO, ILL.



has been doing business for 17 years

> Carried in stock in every grain center in the country Get Catalogue No. 19

The Foos Gas Engine Co. Springfield, O.



The "B&C" (Patented)

FRICTION CLUTCH PULLEY

For Gas, Gasoline and Oil Engines.

Is Simple, Durable, Powerful and Effective.

Write for new catalog and prices.

MADE ONLY BY Patterson, Gottfried & Hunter, Ltd.

BOLTS DIRECTLY ON ENGINE FLYWHEEL. 146-150 Centre St., New York City.

BEST SCALES IN THE WORLD

Howe Trucks, Grain Scoops, Grain Testers, Grain Scales, Letter Presses Way Bill Presses

HOWE U. S. STANDARD SCALES, all kinds and sizes. The Ball Bearing Scale-No Friction on Knife Edges.

HOWE Gasoline Engines. - Something always on the move.



V not be sure WHY not be san! Howe scales are absolutely true scales.

Harrison

Harrison

Elevators

for handling ear corn, grain, coal, ashes and all kinds of material

Conveyor,

CHAMPION STANDARD SCALES, all kinds and sizes. HOWE GAS AND GASOLINE ENGINES SECOND-HAND REPAIRED SCALES of standard makes and sizes.

We repair all makes of scales and trucks, and guarantee our work-Send for catalogues and prices.

BORDEN & SELLECK COMPANY, CHICAGO

Elwood's Grain Tables

Show the value of any number of bushels or pounds of WHEAT, RYE, OATS, CORN or BARLEY

at any given price from 10 cents to \$2.00 per bushel. One of the most useful books ever offered to millers. Indorsed by prominent millers and grain dealers. Bound in cloth, 200 pages. Mailed on receipt of price

====\$1.25**====**

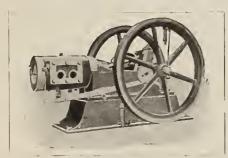
MITCHELL BROS. CO., 315 Dearborn Street, Chicago, III.

UNTIL YOU HAVE INVESTIGATED DON'T BUY GASOLINE ENGINES "The Master Workman"

a two-cylinder gasoline engine, superior to all one cylinder engines. Costs less to buy and less to run. Quicker and easier started; has a wider sphere of usefulness; has no vibration, can be mounted on any light wagon as a portable or placed anywhere without expense for foundations. Occupies less space. Has 20 to 30 per cent more power than one-cylinder engines. Weighs less than one-nalf of one-cylinder engines. 2, 4, 5, 6, 8, 10, 16 and 18 horse power. Give size of engine required. Please mention this paper. Send for catalogue.

THE TEMPLE PUMP CO., Established 1853. Meagher and 15th St., CHICAGO.

The Waterloo Motor Works



WILL FURNISH YOU AN ABSOLUTELY RELIABLE

Gas or Gasoline Engine

Mechanically perfect and warranted to give the best of satisfaction. Catalogue mailed on request.

Waterloo Motor Works Waterloo, Iowa

Backus Gas and Gasoline Engines

Particularly adapted for Mills and Elevators SIMPLE DURABLE ECONOMICAL Wrlte us before buying

CHICAGO WATER MOTOR & FAN CO. 22-24 S. CANAL STREET, CHICAGO, ILL.
WE SELL NEW PROCESS GRINDING MILLS AND CRUSHERS



We build the best Elevator Engine on the market --- Write for Catalogue 17-

CAPITAL GAS ENGINE CO..

Hovey and Pike Sts.,

Indianapolis, Ind.

getting your share of

an AD. in the American Elevator and Grain Trade

Rates on Application



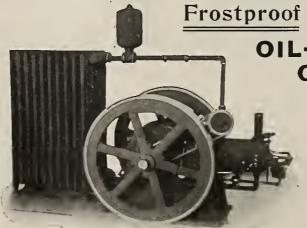
The AJAX SYSTEM

business? If not, try

PROTECTS
MILLS AND ELEVATORS
Against Lightning Loss Estimates furnished for equipments in all parts of United States and Canada,

THE AJAX CONDUCTOR & MFG. CO. Medinah Temple, CHICAGO

THE POWER THAT MOVES GR



OIL-COOLED

Dustproof

CASOLINE **ENGINES**

Economical

Reliable

Durable

simple, Safe

No bother with WATER nor FROZEN cylinder and pipes.

Send for Catalogue.

ALL SIZES Fuller & Johnson Mfg. Co. Madison, Wis., U.S.A.

SAVE 25% AND GET THE BEST

AMERICAN ELEVATOR AND GRAIN TRADE Published monthly \$1.00 a Year HAY AND GRAIN REPORTER Published weekly \$1.00 a Year

BOTH PAPERS TO ONE ADDRESS FOR ONE YEAR FOR \$1.50

MITCHELL BROS. CO., 315 Dearborn St., CHICAGO



Established 1880

Standard Sca

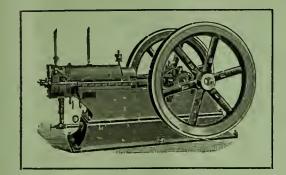
Merits Recognized

Our best customers the largest and most extensive grain firms doing business. We solicit the paironage of those desiring the best possible service at the least possible cost.

Des Moines Scale & Mfg. Co., Des Moines, Iowa

THE WAYNE GAS ENGINE

AN UNEXCELLED ELEVATOR POWER



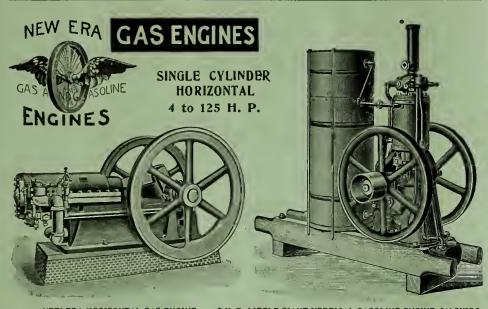
Uses either Gas or Gasoline. Electrical or tube ignition,

SIMPLE, ECONOMICAL,

Don't fail to write us before deciding on anything in the motive

Fort Wayne Foundry & Machine Co.

FORT WAYNE, INDIANA



NEW ERA HORIZONTAL GAS ENGINE. 2 H. P. LITTLE GIANT VERTICAL GASOLINE ENGINE ON SKIDS. Heavy and Substantial. First-class throughout. Thoroughly guaranteed. FOR CATALOGUE AND NEW ERA GAS ENGINE CO., 30 Dale Ave., Dayton, Ohio



of the West and Northwest, and affords the best means of transportation to the markets of the

Hard and Soft

Lumber Districts

For further particulars apply to

MARVIW HUGHITT, JR.,

THE PIONEER LINE WEST AND NORTHWEST OF CHICAGO. E. D. BRIGHAM,

Freight Traffic Manager, General Freight Agent, CHICAGO.

Gas and Gasoline Engines

Each engine is fully tested before it leaves our factory to its full indicated horsepower. Its simplicity of construction and perfection of mechanical principles have been amply demonstrated during the past 25 years. Olds engines are standard the world over.

> Stationary Engines, 2 to 100 H. P. Portable Engines, 8 to 18 H. P.

We will send full information and new illustrated catalog upon request.

OLDS GASOLINE ENGINE WORKS

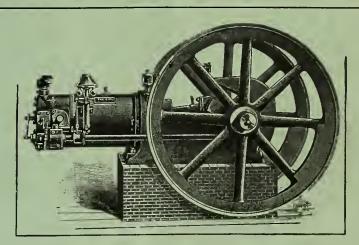
223 River Street, - - - - LANSING, MICH.



KEMP'S HORSE AND STEAM PRESSES.

Call and see us at the World's Fair.

JAS. KEMP & CO., Kankakee, III.



SPACE No. 41 MACHINERY BUILDING UNIVERSAL EXPOSITION ST. LOUIS

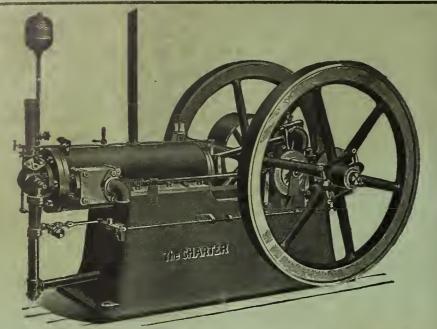
THE OTTO GAS ENGINE WORKS,

PHILADELPHIA, PA.

MINNEAPOLIS, 318 3rd St. So.

CHICAGO, 360 Dearborn St.

OMAHA, 1108 Farnam St.



EVERY "CHARTER" GASOLINE ENGINE

LASTS

IN ADDITION TO OTHER POINTS OF SUPERIORITY

Catalogue and testimonials on application

State your power needs

CHARTER GAS ENGINE CO. 400 LOCUST STREET

Safe Investments—Large Returns

Are you looking for a chance to invest your money where you will receive a high rate of interest? If so, investigate

Day's Dust=Collecting System

Returns are in the form of lessened fuel bill, low insurance rate and reduced fire risk. For further particulars address

H. L. DAY

1118-1126 YALE PLACE,

MINNEAPOLIS, MINN.



SAFETY CUT-OFF and ALARM MACHINES FOR ELEVATOR LEGS

Prevent chokes by closing gates at proper time. Choke-ups impossible. Save time of men and plant. Cups and belts last twice as long. 200 machines now in 40 Minneapolis elevators.

MOORE & LORENZ CO.

115 to 123 S. Cilnton Street 60-66 W. Monroe Street

CHICAGO, ILL.

ALSO MANUFACTURERS OF SALEM STEEL AND TIN ELEVATOR BUCKETS, CONVEYORS, ETC.

Our Specialties

The

Gears
Hangers
Bearings
Collars
Rope
Chain
Belting
Buckets
Bolts
Spouting

Shafting
Pulleys
Sheaves
Sprockets
Jaw Clutches
Friction Clutches



Car Pullers Power Shovels Trippers, etc.

Best

Rods
Bag Trucks
Scoops
Perf. Metal
Conveyors
Elev. Heads
Elev. Boots
Elev. Tanks
Elev. Supplies
of all kinds

vels US

REPAIRS OR COMPLETE EQUIPMENTS
PROMPTLY FURNISHED

Weller Mfg. Co., Chicago



Grain Elevator and Power Transmitting Machinery

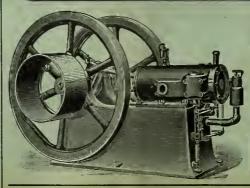
Send for our handsome new catalog No. 21 of Latest Belt Conveying Appliances.

WEBSTER MFG. CO.

1075-1097 West 15th Street, - - CHICAGO

EASTERN BRANCH: 38 Dey Street, NEW YORK CITY

THOMPSON-LEWIS GAS ENGINE



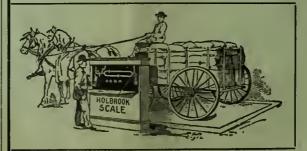
Ten years in the market. Gold medal World's Fair, 1893; two gold medals, Omaha, 1899. Simplified wherever possible, yet always efficient. Easy to start; reliable, durable, Especially adapted for elevator power. Good for all purposes.

J.THOMPSON & SONS MFG.CO.
119 BRIDGE STREET, - BELOIT, WIS.

The Callahan Gas and Gasoline Engines

Are known by their users as the Best Engines on the Market.

Easy to Start and Very Economical.
NO POPPET VALVES.



Carry & Complete
Line of

Elevator Machinery,

Wagon,

Hopper,
Portable and
Dump Scales

HANDLED EXCLUSIVELY IN THE NORTHWEST BY

C. D. HOLBROOK & CO. 305 South Third St., Minneapolis, Minn.